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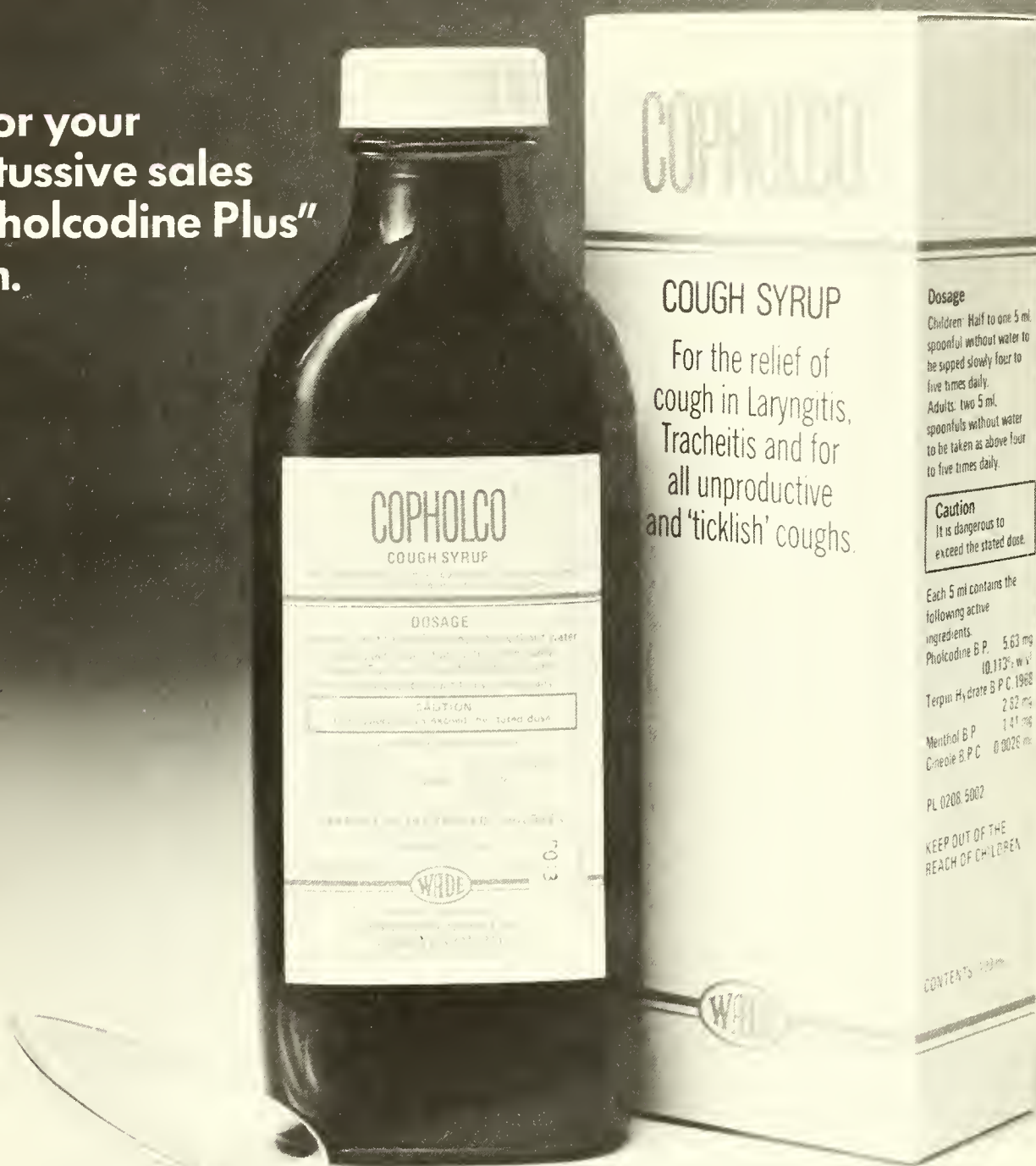
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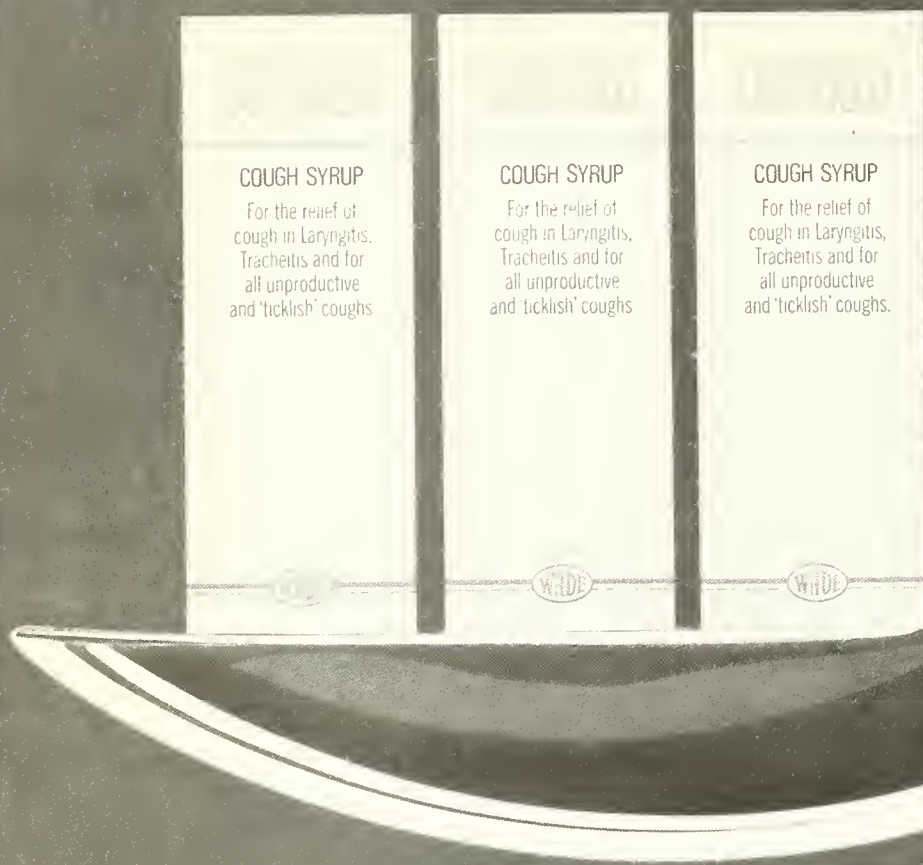
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Chemist & Druggist

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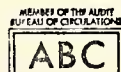
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Comment

Unity in action

It must be a long time—if ever there was a time—since more than 100 Members of Parliament took enough personal interest in the profession of pharmacy and its future to sign a Commons motion in its favour. But by Tuesday night, that magic century had already been achieved for an "early day" motion which expresses concern that there will be a sharp acceleration in the rate of pharmacy closures "if proper regard is not paid to chemists' claims for adequate remuneration".

The "early day" motion is a device used by MPs to bring to the Government's attention the strength of feeling in the House on a particular issue—and on Thursdays while it survives an MP may inquire of the leader of the House whether the Government intends to provide time to discuss the issue "at an early day". But to survive, such a motion requires a new signature every day and its success depends upon the amount of all-party support it gets. The initial sponsors were three Labour and three Conservative, and at least one Liberal was among the later signatories—another good omen from the point of view of the profession.

Miss Maureen Tomison, the Pharmaceutical Society's head of publicity, has written to Branch Press officers to explain the value of the motion, and has asked them to point out to their own MPs that it is in the constituency's interest to halt pharmacy closures and preserve an adequate service. She has also asked to be informed of any gaps in service and that the local media be told.

But what is most significant in Miss Tomison's letter is her statement: "The PSNC is contacting its members and we can demonstrate the profession is united and prepared to fight." Once again—Tetbury was a previous successful example—we really do seem to be finding a sense of unity between the profession's representative bodies. In fact, the "early day" motion followed a visit last week to the House by Miss Tomison together with Bob Worby, PSNC chairman, during which they were able to put their case to several Members.

Mr Worby has made his own substantial contribution to the publicity in a policy address to PSNC on Wednesday (see p4), the text of which was expected to be released to the national Press (C&D subscribers will be able to judge the response for themselves). The NPA has volunteered to devote its unquestionable strength to the support of any action that contractors may eventually be forced to take. And Miss Tomison had a further opportunity to gain the public's ear when she spoke on the major BBC regional programme "Morning Sou'West" in Exeter on Tuesday.

The profession's leadership seems to be prepared to go into action; it is being well advised on tactics, and perhaps all that is needed for a victory is the support of the troops. That is now more in evidence than ever before, to judge by the approaches that have clearly been made to MPs by constituents. As one prominent MP concerned with health matters has said—there has never been so much activity on pharmacy since Sir Hugh Linstead was a Member!

Bob Worby makes a stand against 'cut'

"Acceptance of an effective cut in chemists' remuneration can in no sense be contemplated", Mr Bob Worby, chairman of the Pharmaceutical Services Negotiating Committee, told a meeting of the Committee on Wednesday.

Reporting on the negotiations with Mr David Ennals, Secretary for Social Services, he said that the critical situation of chemist closures is "already very much worse than the Minister has perceived and in truth is potentially far worse than even an accurate count of actual closures can possibly determine".

Mr Worby went on: "Mr Ennals has stated in the Commons that the decline in the number of pharmacies has not caused serious difficulties so far, but in the absence of a pharmacy, more people become NHS patients of necessity rather than choice—and in many rural areas then become the recipients of more costly dispensing by doctors.

"What is more, our researches show that there are many hundreds of elderly chemist contractors up and down the country whose continued service is involuntary. These men, who have given years of devoted service to the community, are 'locked in'. They can no longer sell their businesses because they are uneconomic due to the paucity of current remuneration. By the same token they can not retire, since their life savings are locked up in their unsaleable 'asset'. This is an appalling situation and one which those responsible, if aware of it, should be heartily ashamed."

'Encouraged by Mr Ennals' reaction'

Mr Worby was, however, "cautiously encouraged" by the reaction of the Secretary of State to the PSNC's presentation of the current cash-flow problem of contractors and by his determination to tackle in particular the causes of the continuing closure rate of small pharmacies. "It is, however, essential", he said, "that the Minister appreciates that the representations currently being made to him are not simply in opposition to the catastrophic effect which will result from implementation of the results of the 1975 assessment of stockholding." The root cause of the reduced levels of stock chemists had been able to hold was the critical shortfall since 1974 between the net profit margin and the cash required to maintain stocks at their existing level. "This summarises, in a phrase, the cause of the crisis.

"Bearing this in mind—and no matter by what means the ascertained deduction in stockholding period is handled to avoid any reduction in remuneration, some appropriate means must be found to reverse the current trend of underfunding and closures. The agreement of the Department to bring forward the date of

implementation of proprietary price changes is, in this context, of primary importance. Any attempt at continuing the principle of reimbursing contractors for the price originally paid for stock rather than its current market value would, in a highly inflationary period, and in the absence of an improved profit margin, lead inevitably to a further deterioration in the viability of the profession. The system of claw-backs of discounts obtained in forward buying—and indeed of clawing back every fruit of increased productivity and efficiency—make the present position even less tenable."

Resolve to secure more monies

Mr Worby stressed that whatever the outcome of discussion with the Secretary of State, he shared the resolve of contractors that there must be a distinct and urgent improvement in overall cash flow. "Indeed the whole prospect of implementing plans for the distribution of funds, to stabilise the position of the smaller pharmacy, depends upon the availability not only of the £11m at stake over stockholding, but of additional monies to restore a positive cash flow within the contract.

"The larger pharmacy is not a bottomless pit from which endless funds can be obtained. The larger units, and even more so the middle-sized ones, have similar problems of diminishing returns—it is only their broader capital base and greater over-the-counter sales which make them less vulnerable.

"Given a reasonable settlement in the matters under discussion, it is the stated intention of the PSNC to use the additional funds together with outstanding amounts to cover recent increases in other



Mr Bob Worby

overheads, to introduce a Basic Practice Allowance. This, like its predecessor the sliding scale of oncost, will ensure equity and viability over the whole range of pharmacy sizes and open the way to progressive redistribution of pharmacies in order to provide the best possible service to the public".

Appeal against unilateral action

Mr Worby appealed to all contractors "to continue for the time being to refrain from fragmentary and unilateral action against the DHSS". He acknowledged that "if the time does come when all reasonable approaches have been rejected, then the profession should and without doubt, will react appropriately and in unison. The initial response of the Secretary of State has, however, been realistic and very sympathetic. It would be wrong therefore to prejudge the issue."

A further meeting will be held within the next week or so at which the PSNC hopes that "real progress" will be made.

A hundred MPs support chemists' claim

Over 100 backbench Labour and Conservative MPs have signed a Parliamentary "early day" motion calling for improved remuneration for chemists.

The motion states: "That this House is deeply concerned about the prospect of a sharp acceleration in the rate of closure of chemists' shops if proper regard is not paid to the chemists' claims for adequate remuneration". The leading signatories of the motion are Mr Jim Lester and Miss Janet Fookes from the Conservative backbench and Mr John Ovenden and Mr Gerry Fowler from the Labour benches.

NPA would provide facilities

The National Pharmaceutical Association fully supports the approaches currently being made by the Pharmaceutical Ser-

vices Negotiating Committee to the Secretary for Social Services, Mr David Ennals, on improving contractors' remuneration.

In the event of sanctions being considered necessary the NPA would make its extensive facilities available to any extent that might be required to assist contractors implement such measures as the PSNC considered appropriate.

Twenty-one register losses

A net total of 21 pharmacies were deleted from the Pharmaceutical Society Register during May. In England 23 closed down and nine opened up, of which two closures and two openings were in London. In Wales four pharmacies closed down, none opened up and in Scotland four closed down and one opened up.

Public inquiry hears appeal against planning decision

'Pharmacy near health centre would cause closures'

Pharmacists in Bridlington, North Humberside, are fighting an attempt by an outside chemist multiple to open a pharmacy next to a new health centre.

They alleged at a public inquiry last week that such leapfrogging would lead to pharmacy closures and cause hardship to people in the town. Their fight is backed by the local council, doctors and wardens of old people's homes who feel the present service is very good.

Last year, Foster and Plumptre Ltd, a Hull-based chain of 11 pharmacies, sought planning permission to convert two premises close to the health centre into dispensaries—a railway arch and a former warehouse. The Borough of North Wolds refused the applications because the sites were not allocated for shopping purposes and "the proposal would result in the establishment of a commercial use outside the established shopping area."

Mr Geoffrey Barnett, FPS, company secretary, appealed on Foster and Plumptre's behalf against the decision, at the public inquiry held in Bridlington by a Department of the Environment inspector. He explained that planning permission was being sought for two sites in case one was turned down, but the company intended to open only one dispensary which would not carry out any retail sales. Mr Peter Collier, QC, acting for Mr Barnett, said that the use of the sites would be ancillary to the health centre and come within Class 15 of the schedule to the Town and Country Planning (Use Classes) Order 1972. Shops fell into a different use class.

No closures in Hull

Mr Barnett explained that ten of the company's pharmacies combined dispensing and retailing, but since July 1976 he had managed a dispensary in The Boulevard, Hull, whose turnover from retail sales was only 1 per cent, the rest coming from dispensing. The Bridlington pharmacists objected to the proposed dispensary because it would take away their trade, lead to closures and loss of service to the public, but Mr Barnett said this had not been his experience in Hull where no pharmacies had been forced out of business as a result of the dispensary opening. He felt a dispensary would not infringe on the pharmacists' retail trade any more than a hospital dispensary and independents were facing competition from other sources, such as supermarkets and Boots. "It is a gross exaggeration to maintain that the opening of a dispensary alone would lead to the closure of any local chemists".

A dispensary so close to the health centre would enable patients to get prescription dispensed with the minimum delay and inconvenience—"even a short journey can be a burden if you are old;

infirm, sick or a mother with small children"—neither would it create traffic congestion or parking problems because parking provisions already existed at the health centre, Mr Barnett added.

Bridlington has five independent pharmacies (two within 300 metres of the centre), a Boots branch and a branch of Selles Dispensing Chemists, a company which owns 26 pharmacies in the Humberside area, Mr Michael F. Howe, Selles deputy managing director, said that when the health centre was being planned Bridlington pharmacists were asked by the Local Pharmaceutical Committee whether they wished to form a consortium to run a pharmacy within the health centre. They decided not to, as the existing dispensing facilities were conveniently distributed throughout the town to serve both patients visiting the surgeries and those given prescriptions at home. Since the health centre opened in 1975 there had been no changes to justify a different view.

Independent witness

An independent witness, Dr T. G. Booth, director of the pharmacy practice research unit, School of Studies in Pharmacy, University of Bradford, said that he and Dr I. F. Jones had made an objective assessment of the local pharmacies and concluded that the proposed dispensary would disrupt a pharmaceutical service which appeared to function well. "The disturbing feature in our view is that three of the seven existent pharmacies would face closure either immediately or in the near future," he said. Opening a pharmacy adjacent to the health centre would have "only a marginal benefit of convenience rather than need, and then for only a small proportion of the community." Dr Booth felt the appeal should be rejected in the interests of the community's health care requirements. "The present distribution of pharmacies is perhaps not the optimum but it is considerably better than would be the case in both the shorter and longer term

if the appeal is upheld." Apart from the closures, the proposed dispensary would militate against the opening of any further peripheral pharmacies to service new housing estates.

Dr Booth said that Bridlington had a higher than average number of elderly people (about a third were over 60), to whom access to pharmacies was important. He also referred to other instances where "leapfrogging" had led to closures but stressed that each case had to be considered on its individual circumstances.

Loss of 50 pc NHS turnover

Mr Michael Harrison, QC, acting for the Bridlington pharmacists, asked Mr Barnett whether it would be a satisfactory state of affairs for patients to collect their prescription medicines from the proposed dispensary then have to walk three minutes down the road to the nearest pharmacy for any ancillary items. Mr Barnett said he was speaking from his experience of the Hull dispensary, which worked well. When asked, Mr Barnett said he was aware that the existing dispensing facilities in the town met its needs adequately and he accepted that six of the seven pharmacies derived over 50 per cent of their turnover from NHS prescriptions. When asked whether he was aware that the proposed dispensary would have a "disastrous effect" on one business with a much higher percentage turnover from dispensing, Mr Barnett said he agreed it would have an effect, though not necessarily "disastrous".

Mrs V. Lancaster, on behalf of the planning authority, said the case was a planning argument; it could not be concerned with commercial interests as such but the effect on the town as a whole had to be considered. Mr M. Bingley, senior planning officer, Borough of North Wolds, said the dispensary proposal had to be considered in land use terms in the same way as a shop proposal. The operation would be akin to that of a shop and there was an argument that the two uses would inevitably merge. Although the appellants said the premises would not be used for retail sales, the planning authority believed that a customer requiring aspirin, for example, without a prescription, would not be refused service. The step then to sales of other chemists' goods, such as perfumes, would be a small one and the authority would find it difficult to resist such an application once the dispensary was established. The authority was trying

Continued on p5

Mrs B. Hunter, MPS, and Miss T. Jennings (right) holding a Distributive Industry Training Board Award received on behalf of Stoffer and Hunter, Witham, Essex. Mr B. Bernstein, chairman (left), and wife receive an Award from Mr J. Phillips, DITB chairman, on behalf of Benwall Ltd, chemist wholesalers



Warnings on contraceptives disregarded: Press claim

A *Guardian* report that high-dose oral contraceptives and C-Film were still being sold in pharmacies despite warnings of the dangers was described as inaccurate by both the companies concerned.

The report by Mr Christopher Sweeney in Tuesday's edition, says that high-oestrogen varieties of the "pill" including "Lyndiol", which carry a high risk of thrombosis and other serious side effects, are widely available. "Even after repeated warnings from the Committee on Safety of Medicines, and from the Family Planning Association doctors are still prescribing it and other similar varieties".

Mr Boatfield, managing director of Organon Laboratories Ltd, pointed out that "Lyndiol" is a low-dose oral contraceptive (in fact Minilyn) marketed in Asia, and "Lyndiol 2.5" was withdrawn due to low sales ($\frac{1}{2}$ per cent share of market) in March. Dr William Shore (quoted as Short by the report) claimed that his answers to Mr Sweeney referred to "Lyndiol" in Asia. The withdrawal was announced in *C&D* (price supplement, April 23, p15), and other trade Press and representatives informed doctors, Mr Boatfield said. According to Mr Sweeney "Lyndiol" is widely prescribed—so much so that "chemists throughout the country keep large stocks".

Adverse reports

A random survey on chemists in London showed that every shop approached stocked both "Lyndiol 2.5" and C-Film, Mr Sweeney says. He also says that when the Family Planning Association tested C-Film "it found it was ineffective and the tests had to be stopped". The product is still advertised as "the newest and simplest contraceptive of the '70's. A contraceptive unlike any other". "None of the chemists interviewed by the *Guardian* had heard of adverse reports and none warned customers to buy additional protective devices", Mr Sweeney alleges.

Mr D. F. Wills, marketing director, Potter and Clarke, said the report referred to only one small but unsuccessful FPA trial which only enrolled 55 patients in 15 months. Successful multinational trials, involving 792 women and 4,509 months, recorded 25 pregnancies, producing an overall failure rate of 5.3.

C-Film had always complied with the criteria of the Department of Health product licence and a comprehensive booklet was sent to every interested potential customer. A survey of the multinational trial is also available from the company for pharmacists.

In a letter the following day, Mr Desmond Lewis, Pharmaceutical Society secretary and registrar, says the report was misleading and points out that oral contraceptives are available only on a doctor's prescription and pharmacies must stock

medicines that are being prescribed.

He also states that since the Committee on the Safety of Medicines warning, prescribing of high oestrogen "pills" has decreased but they can be prescribed for hormonal disturbances as well as contraception. He says pharmacists are normally willing to advise on contraception.

Diocalm users referred to their chemist

Worried holiday-makers have been contacting Beecham Proprieties about Diocalm in the wake of recent publicity on travellers remedies. Mr John Langdon,



These tablets and capsules were returned to a pharmacy in Northern Ireland by one patient. Among them were expensive antibiotics including Ceporex capsules.

marketing manager, said that Diocalm has never been promoted as a prophylactic but "travellers seem to confuse it with other remedies".

Mr Langdon said that Beecham have stressed to inquirers that the pharmacist is the person to ask and added: "It would certainly be bad for business, and holidays, if travellers' worries about this leading brand were not resolved where it really matters—at the chemist's counter".

New pharmacy inquiry

Continued from p5

to discourage spread of shops away from the town centre and granting planning permission in this case would make it difficult to resist other applications for "fully-fledged shopping uses".

Mr Bingley added that the town's existing pharmacies, two of which were within a few minutes walk from the health centre, provided an adequate service. In a recent appeal decision the inspector had commented that "it is not the function of land use planning to prevent competition between retailers or to protect existing commercial interests as such. Established traders are however, entitled to expect some protection." The authority suggested that the proposed dispensary constituted unreasonable competition, not only because of its effect on existing pharmacies but because the level of service to the general public could be lowered.

More than ordinary retailers

"Chemists shops are more important to the public than ordinary retail outlets because their function is to some extent a social service", Mr Bingley added, "and for this reason [the authority] would not wish to see the existing town-wide distribution of chemists shops disturbed."

Another independent witness, Mr Cyril Lucas, administrator, Family Practitioner Services for Humberside, confirmed that, by allowing leapfrogging to prime sites, there would be a serious decline in the town's pharmaceutical services as other pharmacies closed. Although the pharmacies near to Foster and Plumpton's dispensary in Hull had not yet closed down they had suffered considerable losses in prescription business.

Opposition to the proposed dispensary also came in letters from all the local doctors except two, whose views were unknown as they were on holiday. Nine of the doctors operate from the health centre

and there are two other practices elsewhere in the town. They felt the town was well served by pharmacies already and were particularly concerned about the effect of closures on patients visited at home. Similar letters were sent by wardens of old people's homes.

Mr Collier referred to a case in Tamworth in 1974 where a pharmacist appealed successfully against the local authority's refusal to grant planning permission to convert a house next to a health centre into a pharmacy. In allowing the appeal, the inspector had said he felt the proposed change of use would provide a beneficial service and added, "While the purpose of planning is not concerned to protect the private interests of one person against another I would regard it as a matter of public interest and a material planning consideration if the proposed development were to result in the closure of a chemist's shop elsewhere, with consequent inconvenience to the general public." Mr Collier felt that in Bridlington there was no real evidence that the public would suffer if some of the pharmacies closed as a result of the appeal. There were already large areas of the town some distance from a pharmacy yet the general public had not complained, nor had they bothered to attend the inquiry to protest against the possible closures. Foster and Plumpton would undertake a delivery service to cases of real need.

No consortium 'in public interest'

Mr Harrison, however, pointed out that the Tamworth inquiry had not produced two independent witnesses to warn about such closures. Everyone concerned with community health care who had submitted evidence at the Bridlington inquiry had been against the proposals. Despite the fact that some of the pharmacists stood to gain a lot themselves by forming a consortium in the health centre, they had declined to do so in the public interest.

A decision on the inquiry is expected in about a month's time.

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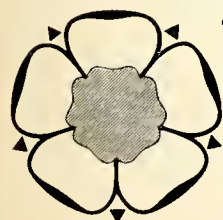
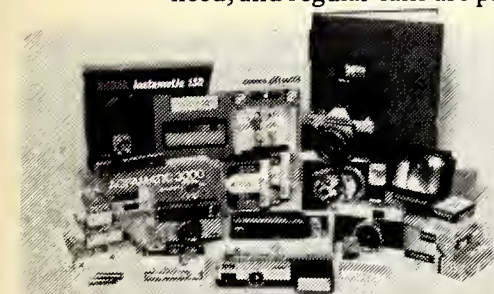
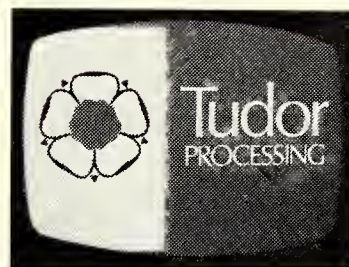
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HEC support for concept of self-treatment

"Perhaps the toughest of all the assignments piled on the Health Education Council is to introduce the idea that neither doctors nor anybody else in the so-called health service can relieve any of us of responsibility for our own health", Mr A. C. L. Mackie, director of the Health Education Council told the annual dinner of the Proprietary Association of Great Britain last week.

The idea he believed could be got across was that it is up to the individual to look after himself in the way epitomised by the difference between "doctor this has gone wrong please fix it" and "doctor, I have a problem which I cannot handle by myself; will you please help me to manage it".

Mr Mackie went on: "Without any doubt, self-care and judicious self-medication go hand in hand. The home medicine, not only because of the pharmacological skill that has gone into its preparation but also because of its place in the symbolic environment, because of the exercise of personal responsibility that using it imports, is without any doubt an educative instrument as valuable as any in our armamentarium. And it is this perhaps slightly off-beat view of what your members and their products can do for us in health education that I would like to stress in what I hope will be an important joint campaign now taking shape under the preliminary title of respect of medicine."

"No medicine, in my opinion, demands and commands greater respect than the one you buy and use for yourself" and Mr Mackie told Association members, "you have long ago earned that respect . . . All that remains, so far as I know, are the faint traces of the raffish charm of the charlatan now evident only in health shops, in some of which the quacks are still as loud as they would be if their shelves were full, not just of potions and nostrums but of free-range organically raised ducks."

Pharmacies picketed again but no complaints

Press reports that pharmacies are still being picketed by Grunwick photoprocessing workers could not be confirmed this week. No complaints had reached the Pharmaceutical Society or National Pharmaceutical Association.

The *Sunday Express* and Radio 4 reported pickets outside some London pharmacies and one unidentified pharmacist as saying that curiosity on the part of the public had in fact increased his business. Mr Roy Grantham, general secretary of the Association of Professional, Executive and Computer Staff (APEX) told *C&D*

that he "thought" a small number of London pharmacies were being picketed at weekends but could not say where. "It was a question of priorities" whether pickets operated on Grunwick premises or pharmacies, he said.

Neither the NPA nor Society have received any complaints of picketing and a spokesman for the Society said that if they were not told they could not help anyone involved. Any pharmacist subjected to picketing should inform the Society.

According to a *Daily Telegraph* report, received as *C&D* went to press, Mr Jack Dromey, secretary of the Brent Trades Council and a strike leader, claimed that union action had already reduced the number of chemists dealing with the company from 400 to 69.

Retail pharmacy among winners of DITB award

Among the 39 retailing and wholesaling companies who have gained the distributive training award is N. Quenby Ltd, retail pharmacists, of 72 Furtherwick Road, Canvey Island, Essex. The award is given by the Distributive Industry Training Board to companies achieving a high standard of staff training, as assessed by visits to branches and interviews with staff at all levels. It carries with it the right to be exempted from paying a training levy to the board for a year. An award also went to Christie's Textiles Ltd, multiple retail toiletries stores, 4 Drummond Street, Inverness.

Training aid helps to beat travellers cheque forgers

Losses from forged travellers cheques now amount to millions of pounds a year. In a move to reduce this figure American Express, who claim to be by far the largest suppliers of travellers cheques in the world, have introduced an "acceptance pack" (Ac Pac) designed to help personnel handling travellers cheques to recognise forgeries.

It is an audio-visual presentation based on 36 colour slides including photographs of travellers cheques with fraudulent signatures which range from very good to very bad but were all accepted. The main theme is "watch and compare", ie, pay particular attention to the presenter as he or she signs the cheque as well as to comparing the signature with the specimen. The principles apply, of course, to all travellers cheques, not just to American Express cheques.

Ac Pac was introduced in the UK about six months ago and has been adopted by a number of retail chains, hotels, banks,

etc, as part of their staff training programme, and has been taken up by over 40 adult training colleges. It can be shown with any slide projector and is available in various degrees of sophistication, eg, with a recorded cassette commentary chimed to cue picture changes. Alternatively, it can be given to individuals for personal study.

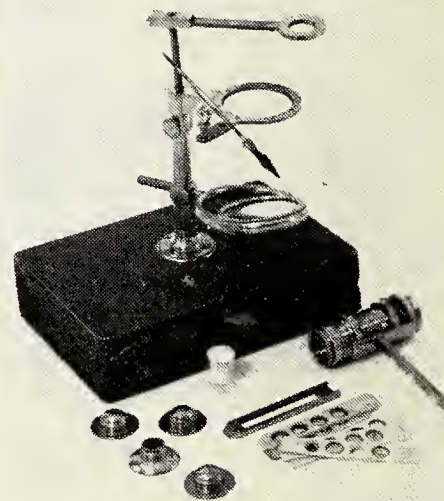
Ac Pac can either be borrowed free of charge for short periods or purchased at £10.80 (including VAT) from Travellers Cheque Division, American Express Co, 19 Berners Street, London W1.

Aquatic microscope sold for £480 at Sothebys

A recent sale of clocks, scientific instruments and watches by Sotheby's included three microscopes. The first was a brass Culpeper-type instrument by Thomas Harris which was focussed by rack and pinion (the pinion was lacking); the stage was supported by S-scrolls mounted on a base with a drawer containing some accessories. The whole was in the original pyramid box (early 19th century). The next lot was a Ross microscope c1870 with interchangeable monocular and binocular barrels, a mechanical stage and a Ross-Zentmayer substage. A range of accessories was included in a mahogany box.

The third lot was what is described as a brass aquatic microscope with screw barrel (illustrated). This was made by Dollond to the design of the English naturalist John Ellis who required a microscope with an adjustable objective which made it easy to follow the movements of small water creatures held in a watch glass or small trough. The fish-skin covered box acted as a base; the pillar being screwed into a boss, let into the lid. The microscope dated as c1765.

The three lots fetched a hammer price of £300, £1,000 and £480 respectively, all plus 10 per cent.



This brass aquatic microscope, c1765, recently fetched £480 at Sothebys. The fish-skin covered box acted as a base and it was used to observe small water creatures held in a watch glass

Four advertisement pages in this issue bear incorrect numbers. They are (new numbers in parentheses): 938 (2), 956 (20), 957 (21) and 975 (39).

People



Mrs Agnes Lothian Short, FPS, has been awarded the 1977 Schelenz-Plakette—for outstanding contributions to the history of pharmacy—by IGHP, the international society for the history of pharmacy. Mrs Lothian Short is the first woman and the first British pharmaceutical historian to receive the award. She is renowned for her work in developing the library and museum of the Pharmaceutical Society of Great Britain and as an expert in pharmaceutical antiques.

Miss M. H. Cheshire, MPS, has retired after many years with the family business of John Cheshire (Cash Chemists) Ltd, 63 Wharf Road, Grantham.

Mr A. G. Mervyn Madge, member of Pharmaceutical Society Council, has been appointed chairman of the Plymouth and district Disablement Advisory Committee by the Secretary for Employment, Mr Albert Booth.

Mr Craig Serjeant, who is a member of the Australian cricket team currently in the UK (*C&D*, April 2, p449), was the guest of Dr T. D. Whittet, chief pharmacist of the DHSS, at the June Court meeting of the Society of Apothecaries when the Lord Mayor and Sheriffs were also present. Mr Serjeant is a senior pharmacist at the Sir Charles Gairdner Hospital.

Mr G. Alan Brooks, MPS, has retired after nearly 40 years as superintendent pharmacist and optician with Peterborough & District Co-operative Society. He qualified at Nottingham University and held posts in various parts of the country until in 1938 he went to Peterborough to open the first Co-operative Society pharmacy. He returned after wartime service in the RAF and has held office on various health committees. In 1952 he became a Freeman of the City of London.

News in brief

□ Although the City and Guilds of London Institute dispensing technicians examination will end in 1981 (last week, p917) an alternative City and Guilds or Technician Education Council scheme will replace it, designed to meet the needs of pharmacy dispensing staff.

Topical reflections

BY XRAYSER

Communication

The task of improving pharmacy's image seems to be never-ending. At the morning session of the Anglian Region conference, Miss Maureen Tomison, the Pharmaceutical Society's head of publicity, returned to the theme she has been developing in recent months (p929). She described pharmacists themselves as the front-line troops, saying that the Society would fight with every possible weapon, but the image projected must be credible. She stressed that by saying that if she failed to communicate with members she could not succeed in putting pharmacy's case across. She was, she went on, a "convert" to the profession, but that did not blinker her to the problems ahead or prevent her from saying frank things about the way pharmacists presented themselves.

I am sure pharmacists will not resent her frankness, any more than Miss Tomison will resent pharmacists saying frank things about her, *pro re nata*. All would agree that the image that the Society projected must be credible—an incredible approach would be pointless—but I am not sure that I am happy to have pharmacy seek publicity on the professional pattern of the oil industry, the road transport "lobby" or, to come nearer home, the Association of the British Pharmaceutical Industry. Miss Tomison said that if she failed to communicate with members she could not succeed in putting pharmacy's case across. "Communication" has become as important as improving or projecting images. But, from her description of her experience as a journalist and lobby correspondent, and her specialist knowledge of the anatomy of Government, Miss Tomison knows where she is going, though I could have wished that to all her accomplishments there had been added a qualification in pharmacy.

Fees

Not for the first time in a career covering much the same period as Mr Harry Steinman's, I find myself in complete accord with him. At a testimonial banquet in his honour he said that public support for pharmacy would depend on the service offered. "We as individuals are the best ambassadors for our profession. By our own conduct will the rest of us be judged, and we should not fail each other," said Mr Steinman.

The post of treasurer of the Pharmaceutical Society is not an enviable one, and Mr Steinman, for years the bearer of unpleasing news, may feel relief that the duty of disclosing the latest proposed increases in fees has fallen on the shoulders of someone other than himself. There has certainly been a steep rise in fees over the past few years, but one has only to consult, for example, the *C&D* Price List and its changes from week to week to appreciate that the effects of inflation are widespread and profound. If one is fortunate (or unfortunate) enough to have kept one or two issues of the past decade, one can see at once that there have been dramatic increases. But that is not to say that costs should not be kept constantly under review and every effort made to avoid unnecessary expenditure.

It will be unfortunate if the increase in registration fees results in the disappearance from the register of those who have not been compelled to remain on the pharmaceutical roll. There have been numbers who have found their niche outside of pharmacy, sometimes by further study, but have been sufficiently dedicated to their original choice to wish to remain within the fold. At what figure that dedication ceases depends, of course, on circumstances, but pharmacy cannot afford to lose, on cultural grounds alone, its connection with other professions. A large scale defection, indeed might hasten the next increase. Mr Howells, the present treasurer, is to chair an investigation into the finances of the Society, an appointment which should meet with approval.

Letters

Remuneration: the meaningless words

This is the first time in 23 years that I have put pen to paper, but I have been driven to it in desperation by first the meaningless words of June 16 (which must go down as yet another sad day for pharmacy) and second the following shortcomings of the PSNC: a lack of communication; a lack of initiative; a lack of effectiveness.

To explain further. Only a fool would put any faith in the empty words of such a "joint statement". To have to wait nine days to hear nothing about our £11m is too long—and too little. Why is nothing being done during this period of inactivity to marshall the muscle of the individual contractor behind the PSNC? Since the NHS began the PSNC and its predecessors have been negatively negotiating the ultimate extermination of all contractors.

Urgent action is required. The PSNC should inform the Minister and his Department that:

- ☐ Parliamentary words are not enough.
- ☐ The "balance sheet system" is going to be abolished (a noose round our necks since its inception).
- ☐ A new contract (not the currently proposed nonsense) based on true overhead costs and realistic fees will be negotiated if all contractors are not to withdraw from the Service. Incidentally, shouldn't more work, more productivity, increased efficiency mean more remuneration? (We also work in the "larger" pharmacies.)

Finally the PSNC should demand the undated resignations of all the chemist contractors in the country.

Failing these or similar actions now, no doubt the Wiltshire pharmacists will do it for you again, as in 1974-75.

D. W. Denton
Trowbridge, Wilts

'Brainblock' against ASTMS

Mr Glassman's letter (June 18) is a genuine "crie de coeur" which all contractors must have uttered, either silently or aloud, over the past weeks since the announcement of the proposed "cut".

His logic and reasoning are first-class. Why then does Mr Glassman suffer from the same "brainblock" as the majority of our contractor colleagues when it comes to joining ASTMS? ASTMS may not have all the answers, but we believe that when it comes to dealing with civil servants and politicians it has more than any existing pharmaceutical body.

All the claptrap about getting rid of "the capitalist owners of all the shops" demonstrates the extent of negative polarisation which befuddles the average contractor's mind when the issue of ASTMS membership is raised. All contractors are capitalists, in that we all rely for our

livelihood on an adequate return on the capital which we invest in our drug stocks. If as contractors we fail to obtain adequate return, and we consequently fail in business as the providers of NHS pharmaceutical services, then we cannot lay the blame for this failure at the door of ASTMS, until they have first had the opportunity to negotiate on our behalf.

ASTMS membership has not done too badly for the hospital pharmacists. Their increase in remuneration, achieved by ASTMS, now makes contractors like ourselves the poor relations. Before directing your bitterness and disappointment at others' failures towards ASTMS, think positively contractors, whilst our futures still may be saved.

S. Blum
London W11

Competitive prices

After a busy morning of NHS dispensing which included Mucaine, and Aludrox—I am informed that my price for Gold Top SMA is too high as the nearby drug store has it at 67p. Your price list quotes 68p cost. As Wyeth expect us to stock their medical lines I would like to have their comments on this. We used to recommend Aludrox as an over-the-counter line—it is now going to the back of the stock-room.

E. Harrington
Beckenham

Mr L. P. Fennimore, Wyeth commercial director replies:

The price of 68p to the retailer quoted by your correspondent was the single can rate applicable at that time. By purchasing a mixed order of ethicals and SMA totalling £125 direct from Wyeth a 7½ per cent discount could be obtained reducing the cost of a can of Gold Cap SMA to 63p. Similar arrangements are operated by many wholesalers.

We are also aware that many drug stores

sell products like Gold Cap SMA at very low profit margins to increase traffic flow. Baby foods are sold in a highly competitive consumer market and the constraints which apply to ethical pharmaceuticals are not operative. Wyeth do not recommend a retail price for SMA and retailers are free to charge what they wish. It should be noted that since the recent price increase the trade price of a can of Gold Cap SMA is 79p, but of course similar discount arrangements apply.

A 'non-practising' fee?

A further 20 per cent increase in retention fees? There really must be something done about the qualified pharmacists who have found more rewarding work outside the field of pharmacy, but for some peculiar reason wish to retain this qualified status which they duly earned. The cost of this privilege is becoming quite prohibitive.

I qualified as a chemist and druggist and so have no degree to fall back on. If I had a BPharm, I would say go and macerate your MPS. I derive no benefit from it, but I did earn it and in my opinion no one has any right to take it away.

Surely those people who qualified but are no longer employed in pharmacy should be allowed to remain on a supplementary register at a nominal fee of, say, £5 a year on condition that they do not practise pharmacy. When a medical practitioner ceases to practise medicine as such he does not have to relinquish his honorary title of doctor.

V. C. Sykes

Member of the National Council of Psychotherapists, member of the International Society of Professional Hypnosis, member of the World Federation of Healing, member of the British Chiropody Association, and still for the moment a member of the Pharmaceutical Society of Great Britain.

Could STV force NPA into sponsorship?

The election is over, our president and chairmen are firmly seated in their respective new offices, the dust is beginning to settle, so perhaps you will allow me to comment on the election result.

A short lesson in psephology will demonstrate that in a Council election using the X system (cf 1975) organised minority groups with a voting strength of up to 2,000 votes can only secure election of their candidates if they have the general appeal to attract 4,000 votes and so become one of the "first past the post".

However, with STV and a falling pool the same groups could well take half the seats on Council without really trying. In our recent election it would seem that three "independent" retail members of Council (Messrs Gordon, Maddock and Millward) were replaced by two Boots employees and one hospital pharmacist. Whilst I would in no way wish to detract from the merits of our new members, it would seem fair comment to say that they achieved a significant proportion of their votes by their membership of minority groups. To my knowledge, the unsuccessful retiring members had very little in common other than membership of the

National Pharmaceutical Association, which probably represents the largest group of full-time members of the Society.

In the past, the NPA (formerly NPU) has steered clear of involvement in the Council election, but one cannot but help wonder for how long it will passively sit back and accept the replacement of independent "members of Council" by employees of the largest multiple. Whilst NPA sponsorship of individual candidates would, in my opinion, be a retrograde step, it would not be unreasonable for the NPA now to suggest to its members that they should use their votes and use them to support "independent" candidates.

I cannot really imagine that the objective of the STV proponents was to produce a Council consisting of sponsored candidates, but that would appear to be inevitable if the present trend continues. If this should be the case, then the sooner we return to the simple X system, the sooner the potential "unity in pharmacy" will be transferred from the realms of mythology and perhaps become a reality.

Graham Walker
Spalding

[Mr Walker is a member of Council.]

the Great UniChem



BABY BONANZA

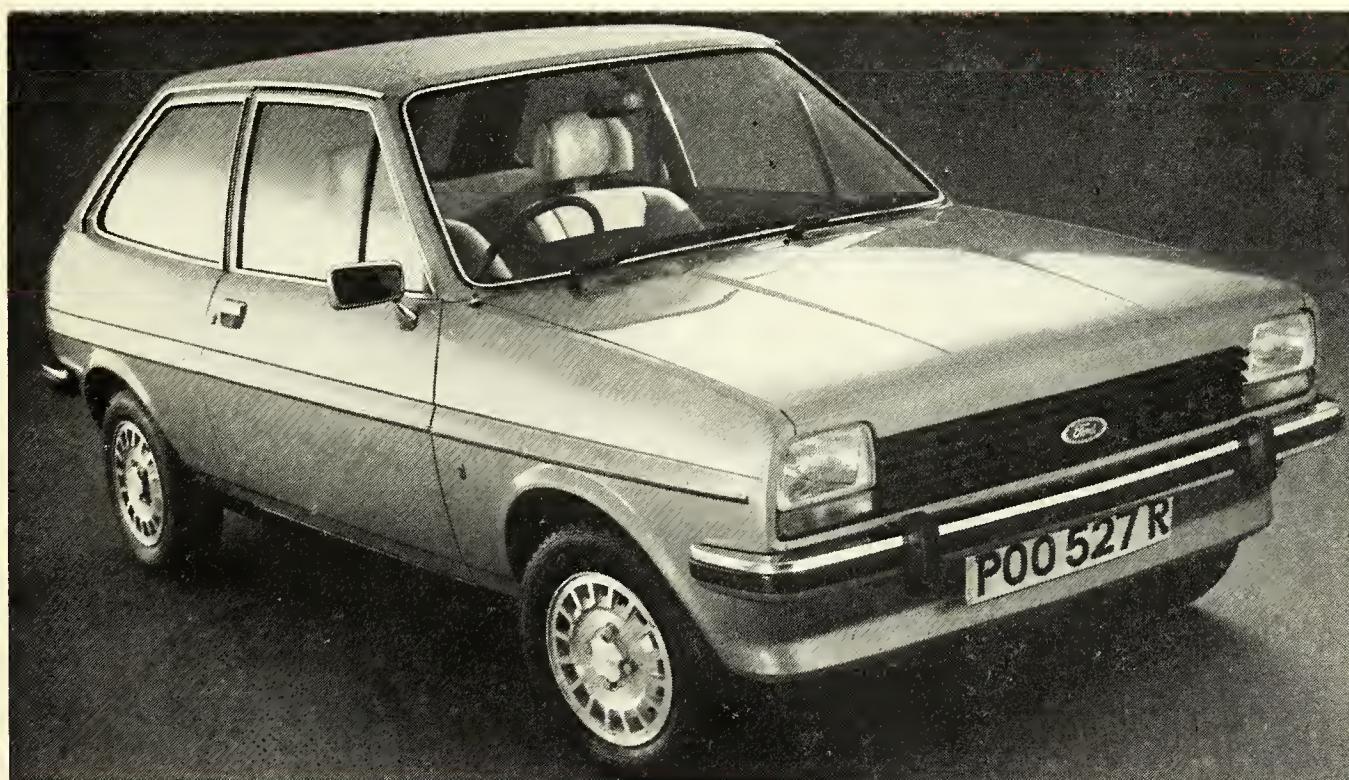


Baby Products at **BIG Discounts**

PLUS

A Chance To Win

FORD's NEW 'BABY' - THE FIESTA



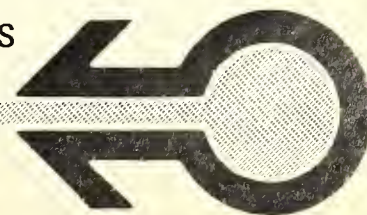
IN AN EXCITING COMPETITION -

Open To All UniChem Customers

Products on offer include:

BABETTES · COW & GATE JUNIOR MEALS · DELROSA
FARLEYS CEREALS · JOHNSON'S BABY PRODUCTS
KEMVAL BABY RANGE · MATEY · MILUPA · PADDI PADS
PEARS SOAP · SAVLON · AND MANY MORE

**UniChem -
PROTECTING THE INDEPENDENT**



PHILIPS REPORT


PHILIPS

Philips recommend you start Christmas on July 2nd

Philips bring you the best ever choice of personal care products to ensure your Christmas profit.

Like Philishave the biggest selling shaver on the market.

The Philips Styling Tong with a spray, tangle free cord and PTC heating element.

Philips new Styler/Drier with the first 800W motor, a choice of two style/two dry settings and seven clip on attachments.

Ladyshave and the Philips Beauty Set, two more beautiful sellers.

To top it all, the Philips Hair Curler Set, Home Trim and Lightweight Hair Drier.

Get your Philips order in today... Christmas comes but once a year.



Simply years ahead.



Christmas Gifts



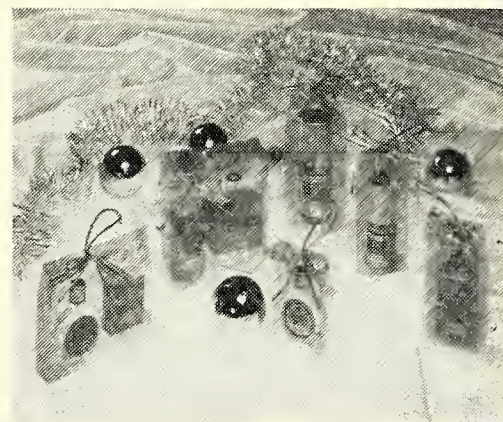
July—and for retailers, it's Christmas present buying time again! On the following pages we show a selection of gifts to be offered by various manufacturers for sale over chemists' counters during the forthcoming and eagerly awaited Christmas season. Eagerly awaited that is, because with a 4 per cent volume drop in cosmetic and toiletry sales last year (C&D, June 25, p916) and no recorded improvement as yet, the industry is certainly looking for some sort of tonic—the kind usually provided by the season of the goodwill. It seems that most manufacturers have been careful to bear in mind the current economic deprivations; they know only too well that people are going to be hard pressed to give all their nearest and dearest adequate tokens of affection this year, but feel that this will not stop customers wanting to buy "just a little something". And of course they will probably be further persuaded to do so by the attractive packaging of the gift sets—packaging which, though pretty, has been kept simple to keep costs down (in many cases the extra costs have been entirely absorbed by the manufacturers). Many of these products are currently on show at the various trade shows being held all over the country.



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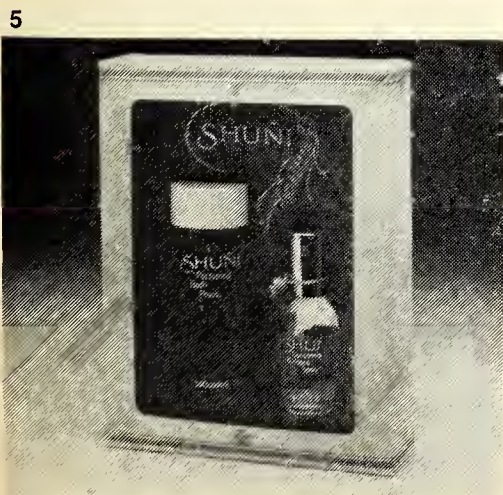
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1. **Prince Matchabelli**—A Cachet presentation set (£5.95) containing de Luxe perfume mist and dusting powder
2. **4711**—Christmas acetate packs include single packs of a Molanus bottle, a watch bottle and two aerosols of 4711 Original Eau de Cologne
3. **4711**—The Christmas Apple containing a Molanus bottle of 4711 Original Eau de Cologne and a tablet of cream soap (£1.99)
4. **Prince Matchabelli**—The Windsong range in Silver Jubilee Crown bottles including the perfume, cologne and spray mist (£2.25-£7.00)



3

5. **Goya**—Gift set containing the latest Goya fragrance, Shuni in a talc shaker and cologne spray (£3.30)



5



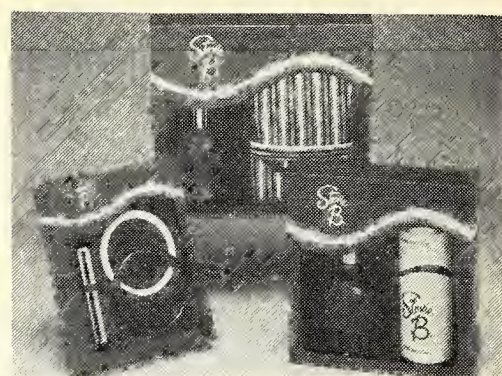
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Gifts for '77



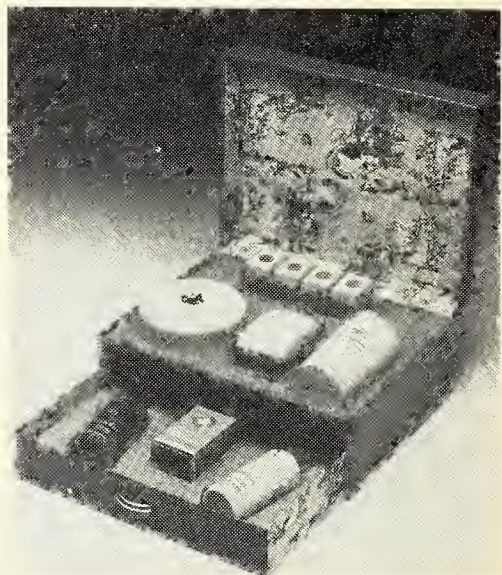
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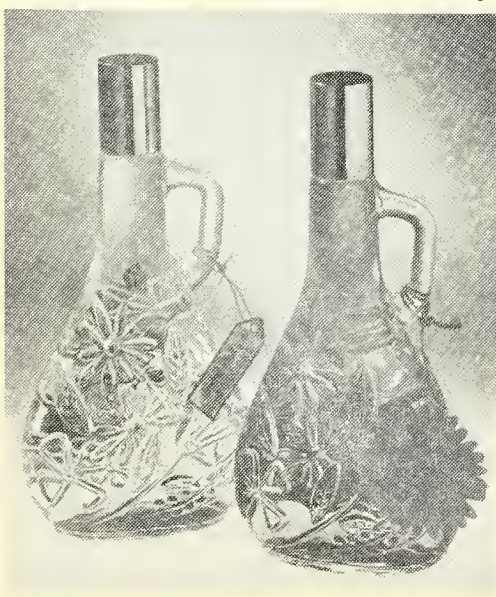
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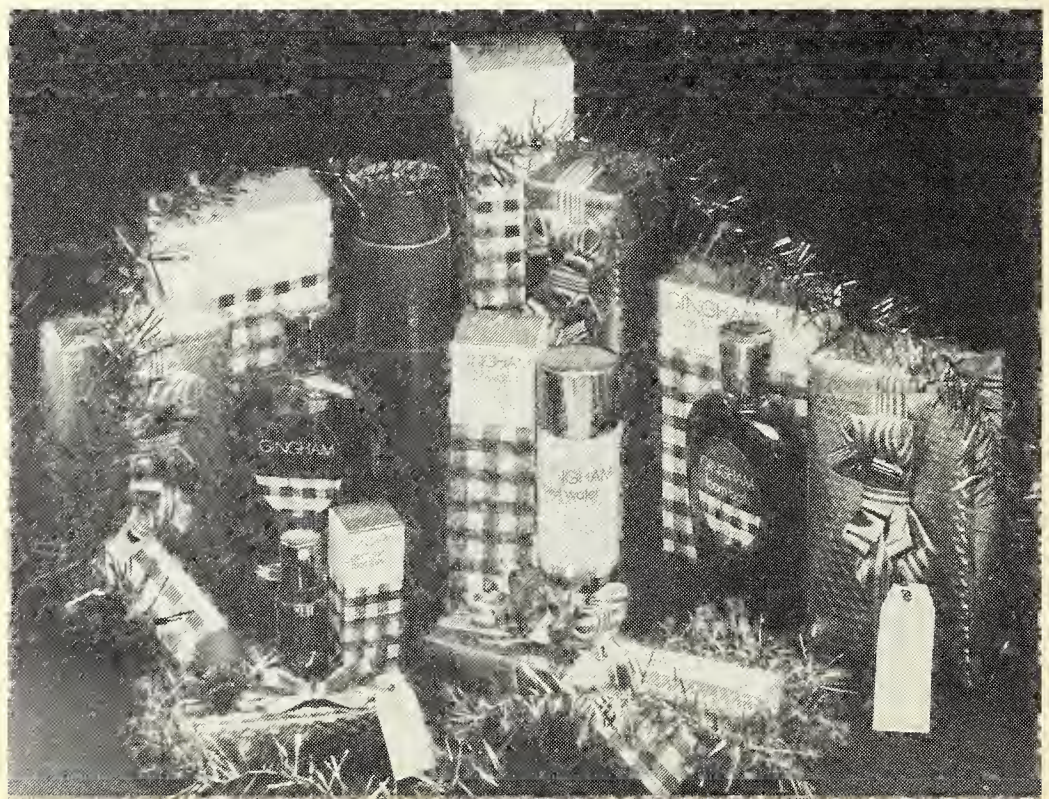
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1. & 2. **Max Factor**—Rapport Christmas gift sets including the Rapport duo (£5.35) an intensified cologne spray and talc, the Twosome (£6.25) with silky scarf and cologne spray and the Notelet Set (£5.00). The Stevie B sets include a Bangle Set (£4.20), a Twin (£4.55) with a purse and intensified cologne and the Duo (£4.70)
3. **Floris**—This range of pomanders is called the Chateau and there is a matching Pot Pourri urn, both are in fine English bone china
4. **Arden**—Blue Grass (£23.00) and Memoire Cherie (£24.50) gift sets including fluffy milk bath, dusting powder, bath soap, bath cubes, flower mist, perfume and hand lotion
5. **Houbigant**—The Chantilly Christmas range (£1.76-£21.80)
6. **Andre Philippe**—French decanter bubble bath and cologne (£4.85)
7. **Innox**—The Gingham Christmas range with each item wrapped in gold paper trimmed with gold, brown and white bows. Gift tags are also attached (£1.20-£1.65)

7

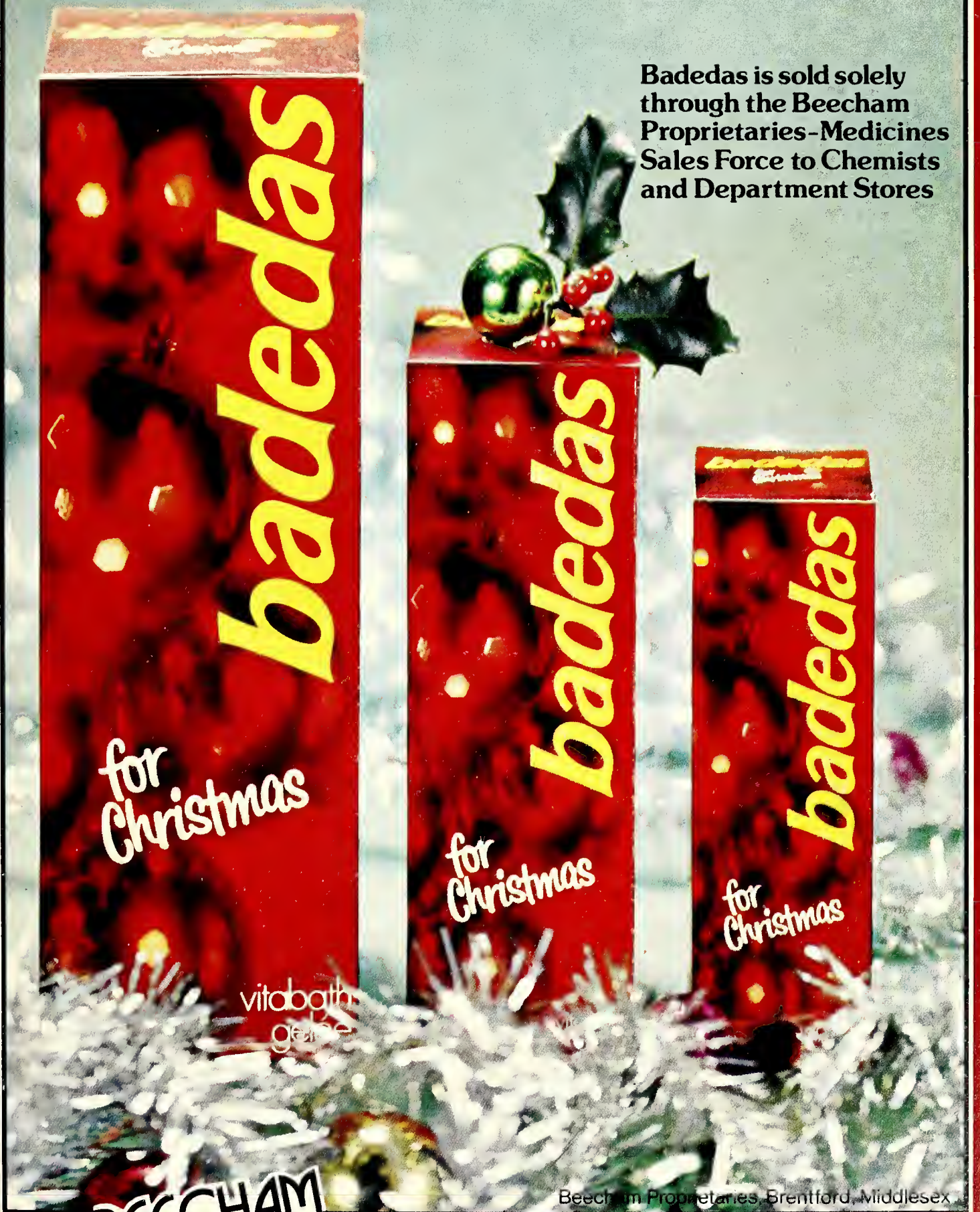


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Let more 'things happen'
to your sales this Christmas

Badedas is sold solely
through the Beecham
Proprietaries-Medicines
Sales Force to Chemists
and Department Stores



**BEECHAM
PRODUCTS**

Beecham Proprietaries, Brentford, Middlesex

-sell through faster.



Denim will grab them again this Christmas!

- * Last Christmas demand was so great, 16% of chemists ran out of Denim during the vital sales period.
- * An independent survey has shown that wherever '76 Denim coffrets were stocked they outsold their competitors.
- * £550,000 in advertising from now until Christmas means 1977 sales will be even bigger.
- * Order now - with Denim you don't have to try too hard.

Recommended retail prices range from £1.80 to £3.95.



Gifts for '77



2



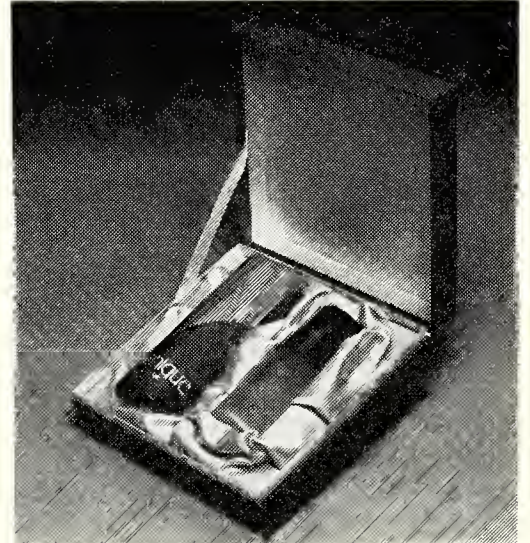
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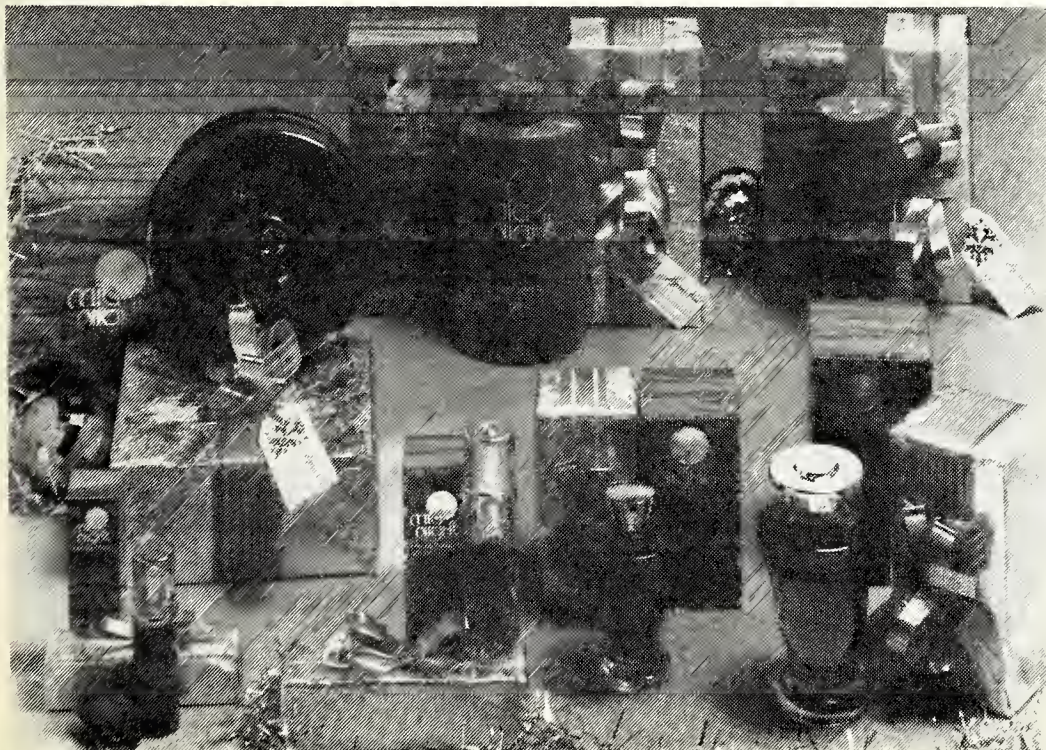
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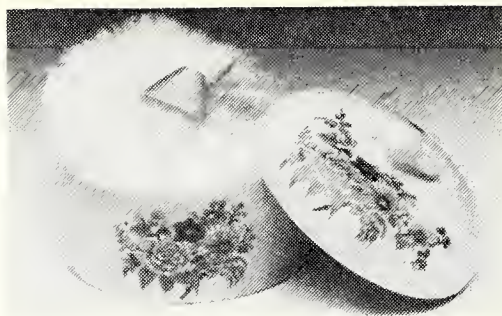
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1. **French Almond**—Christmas gift presentations
2. **Leichner**—Christmas stockings filled with selected items from the Kamera Klear range (£1.33 and £2.39)
3. **Yves St Laurent**—Eau Libre gift set (£15.50) containing tablet soap, deodorant perfume, cologne and bain moussant perfume
4. **Coty**—Smitty duffle bag gift set (£5.95)
5. **Yardley**—Chique gift pack containing a talc and 1oz cologne spray (£4.20)
6. **Dorothy Gray**—The Midnight fragrance range gift wrapped for Christmas (£0.90-£2.20)

6

Gifts for '77



1

1. **Arden**—Porcelain serene powder jar with powder and puff, Blue Grass (£5.95) and Memoire Cherie (£6.95)

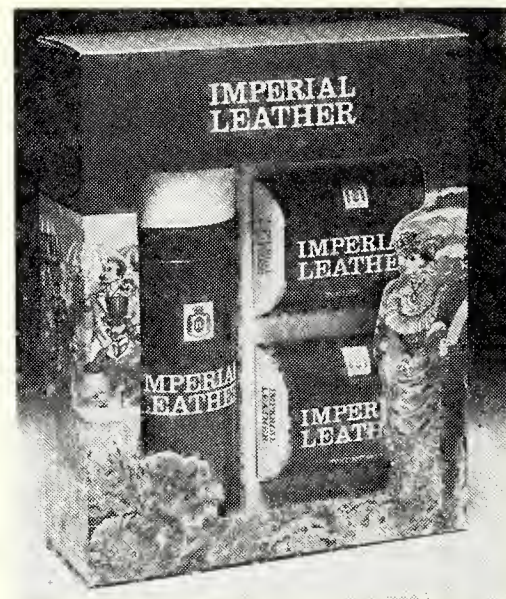
2. **Cussons**—Imperial Leather gift pack (£0.89) including a talc and two soaps

3. **Taylor of London**—Gifts pictured here (£1.50-£7.50) include a Jubilee pomander, giant fragrant sachets and envelope size sachets, pot pourri in clear plastic boxes and floral perfumes

4. **Beechams**—Badedas Christmas cartons in red and yellow (10 bath size £1.25, 25 £2.97 and 75 £7.17)

5. **Bronnley**—Christmas coffret (£3.36) with large hand lotion, large bubble bath and two hand soaps

3



2

6. **Jean Sorelle**—Tom & Jerry, Sooty & Sweep, Mickey Mouse, Donald Duck and Pluto soaps (£0.45)

7. **Yardley**—Five lavender guest soaps in a glass jar with primrose coloured cotton wool balls (£2.50)



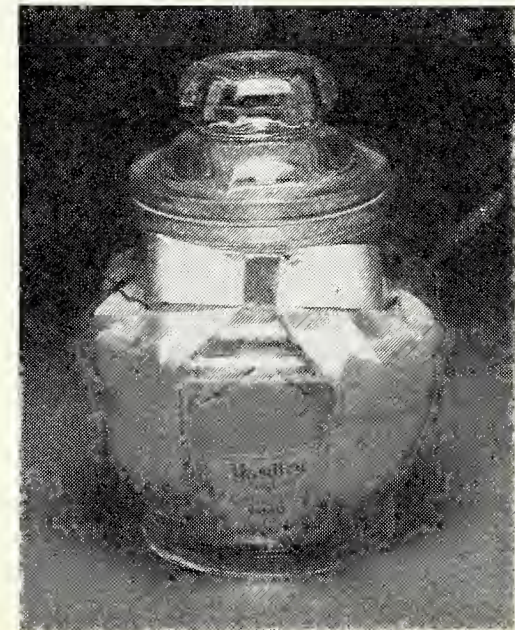
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6



Picot Christmas 1977



PICOT LTD., 50 Upper Brook St., London W.1



**Shulton will be
keeping me
really busy this
Christmas!**

You know you can believe it!

£550,000 Old Spice

We're spending over £550,000 this Christmas on a dominant television campaign (featuring our fabulous surfing commercial – a proven success.) That means 90% of all adults will see it around 9 times at least – sounds impressive. But we don't stop there.

The campaign is backed by £30,000's

worth of full page colour ads in National Women's magazines, especially to feature the superb range of new visual gift sets – easier for you to display, better for the customers to see! (Don't forget that last Christmas many of you sold out of Old Spice well before the 25th – don't risk losing all that profit this year).

£330,000 Blue Stratos

A fantastic new Blue Stratos TV commercial will hit the screen on November 14th through to Christmas, in a campaign costing £300,000. 85% of adults will have the chance to see it at least 7 times – and – they'll

be listening to a great music backing that has chart-busting potential!

In support is a national £30,000 commercial radio campaign featuring the same great music.

** Shulton have always given you good Christmas sales.*

** Shulton have always advertised regularly.*

** Shulton have always kept their word.*

*Don't miss out on this Christmas –
have ample stocks because*

**Shulton
deliver the goods!**

Where to see the Shulton Show

In our 20th Anniversary year, we're planning a very special Old Spice Christmas. New gift sets, new gift wrapped packs and novelties, plus all the favourite, fast-moving lines.

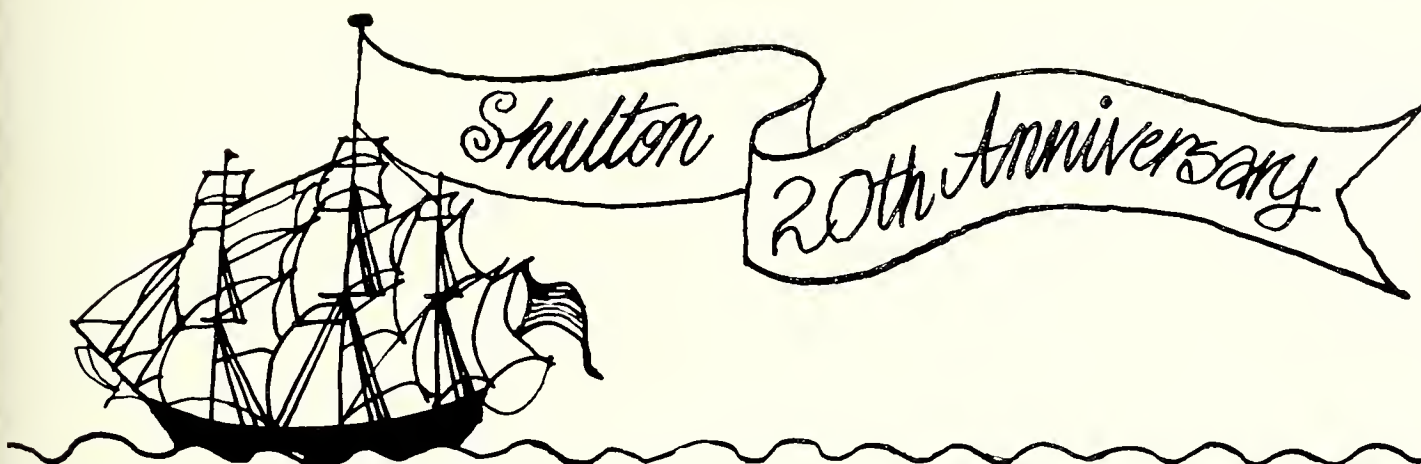
All backed up by a powerful promotion campaign to build Christmas sales to an all-time peak.

We're ready waiting to tell you our plans – so come to one of the Showrooms (details below). You'll be sure of a warm, Shulton welcome!

4-7 July The Castle Hotel, Norwich. Tel: 0603 24285.

4-7 July Hotel Metropole, Brighton. Tel: 0273 775432.

11-14 July Hotel Piccadilly, Manchester. Tel: 061-236 8414.



Some more tributes from our colleagues in the trade.

Wilkins/Davies Ltd., Bishops Stortford, Herts.

'In 20 successful years Shulton have become one of the leaders in the field of toiletries & cosmetics. Being producers of fine colour printing we are proud to be associated with the very high standards of promotional material Shulton require in the successful selling of these quality products. We look forward to a long and continuing relationship.'

R.C. Kelly (Packing) Limited. 'The challenge of developing display packs that meet the demanding standards of Shulton is always stimulating. We believe that the close liaison established between our two companies helps us to produce what Shulton require and to deliver it on time. In this way our whole Company, from the Design Department through to the end of the production line, is enlivened and enriched. It may not be the most tactful thing to say, but the result is quality packaging not only for Shulton but also for some of their competitors!'

William Thyne Limited, Edinburgh – *Designers, printers and manufacturers of high quality folding cartons.*

'We are suppliers to Shulton of cartons, particularly for their Christmas range, and are very pleased to be associated with them in this way.'

Thyne design and manufacture superb quality cartons for the Cosmetics, Toiletries, and many other industries, and also Thyneflute laminated corrugated packaging. Our carton systems operation includes Kliklok, Kolataform and Langen and is widely used by many of our customers for improving their packaging productivity and cutting down labour requirements.'

Stalcon Plastics Ltd. – 'We are leading specialists in the production of plastic blow-moulded containers for the exclusive markets of the toiletry, cosmetic and pharmaceutical industries. These industries demand, and we provide, bottles of consistent high quality both of moulding and of decoration, and a flexible production capability supported by first rate technical expertise.'

Over many years we have had a close and fruitful working relationship with Shulton from which has

evolved the new Blue Stratos Body Splash bottle, the Old Spice range of plastic containers and the special bottle for the Mandate Bath Foamer and Talc.

We congratulate Shulton for 20 years of success – the recipe being a high quality product with a high quality of presentation. We look forward to a continuance of our successful association.'

Harlands of Hull, Ltd. – *Specialists in the design and production of printed and computer generated labels and roll-feed labelling systems.*

'When it comes to the label, most of the cosmetic and toiletry industry choose Harlands.'

Congratulations to Shulton whose constant demands for high quality presentation has for many years given us the opportunity to produce the kind of work at which we are best.'

MacMillan Bloedel Containers Limited. – *Suppliers of corrugated packaging.*

'We have enjoyed 10 years of design and supply of a wide range of corrugated packaging for the worldwide distribution of all Shulton's high class products, and we look forward to many more years of service and continued happy relations.'

Aerosol Research and Development Limited – *are part of Cope Allman's "International" Dispenser Group.*

'We are major suppliers to the UK and international markets of aerosol valves in many forms and types.'

In addition to our valve activity, we have recently introduced to the European market the new laminated collapsible tube.

ARD have supplied most of Shulton's aerosol valve requirements for the past 13 years. Like Shulton, we have a history of product innovation, good service and high quality. We value our partnership with Shulton and are confident that there will be many more Shulton anniversaries.'

Thank you very much for saying 'Thank You!'

Old Spice 20th Anniversary Display Competition
Closing date for entries is July 9th – make sure you post in good time to have a chance of winning one of the fabulous prizes.

PAGAN MAN 1977

Gift Set – Aftershave and Talc
£2.65

New
for 1977



Cologne
100 ml
£2.50



Talc
120g £1.00



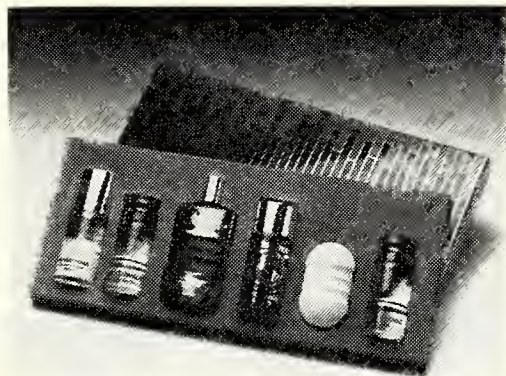
Aftershave
100 ml £1.65

Gift Set – Cologne and Talc
£3.50



PAGAN MAN
by PICOT LONDON W1

Gifts for '77



1



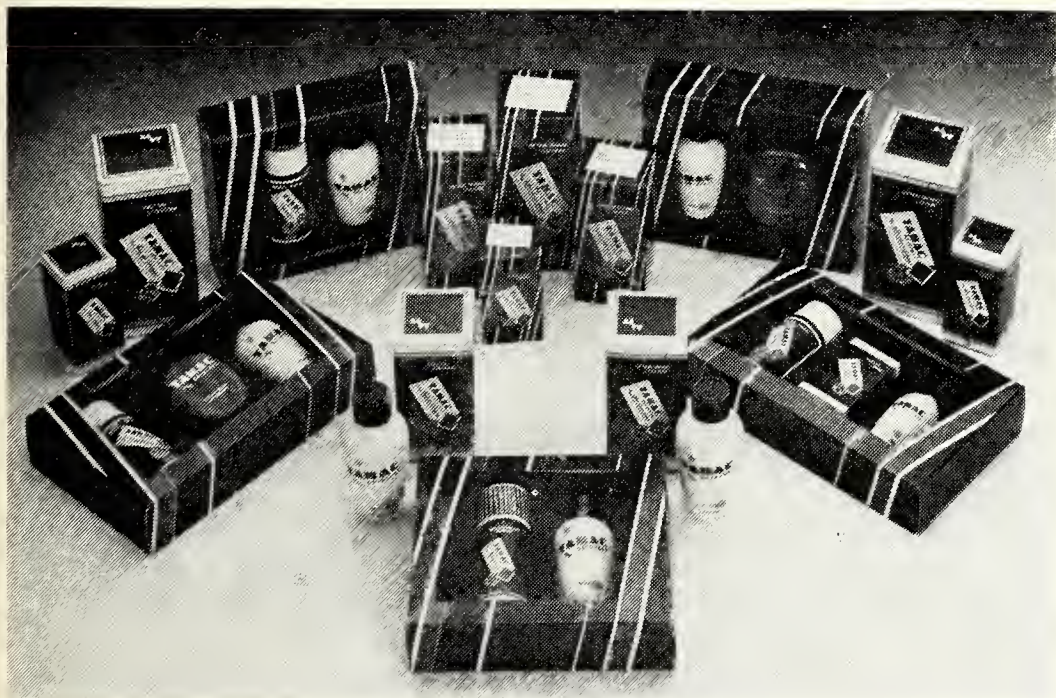
2



3



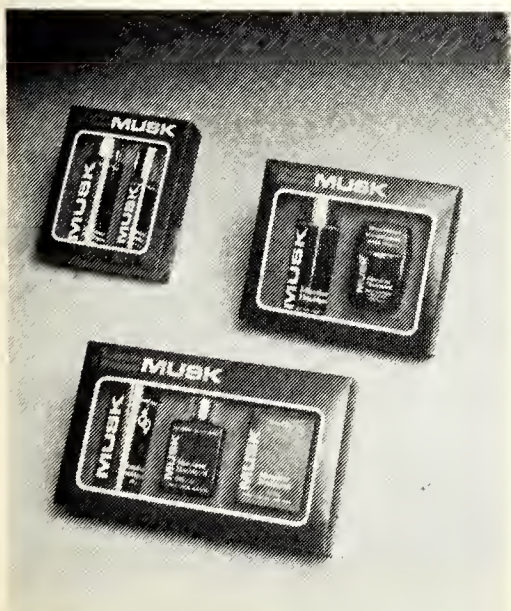
4



5

1. **Arden**—Gift pack for men (£15.00) including foam shaving cream, sandalwood after shave, bath and shower liquid, spray deodorant, bath soap and eau de cologne
2. **Richards & Appleby**—Personality Tabac Christmas gift sets for men, all under £1.00
3. & 4. **Shulton**—Old Spice and Blue Stratos Christmas gift sets. Prices for the Old Spice sets range from £1.95-£4.30 and £0.89 to £2.80 for Blue Stratos
5. **Eylure**—Tabac Original Christmas gift sets
6. **Elida Gibbs**—Two of the Denim gift sets, one containing after shave, talc, anti-perspirant and soap (£3.95) and the other an after shave and talc (£1.80)
7. **Houbigant**—Monsieur Houbigant Musk gift packs (£2.90-£3.95)

6



7



Your customers will go overboard for Stowaway Christmas gifts.



We have Stowaway well packaged for you this Christmas. The three fragrances all have colourful, eye-catching Christmas packs — on their own or with matching perfumed talc.

And we're backing them with another big TV campaign to make sure even more sales come your way. (Remember how successful we were last year.)

So make sure you order plenty of Stowaway. And be well prepared for Christmas yourself.

Elida Gibbs  The brands that mean business.

Gifts for '77



2



1



3



4



5



1. **Columbia Products**—Gift sets of Apollo drinking glasses with Aronde beer shampoo (£6.60 per doz) and Icelandic glasses with bath crystals (£5.85)
2. **Wilkinson Sword**—Homy Ped slipper (£6.99) with a slight wedge heel covered in soft fleece
3. & 4. **Jackel**—The Tommee Tippee bear (£3.99) and a range of Tommee Tippee Bathmates (£0.59 a unit)
5. **Cosmetique Vigdor**—A range of gift packs (£0.18-£0.66)

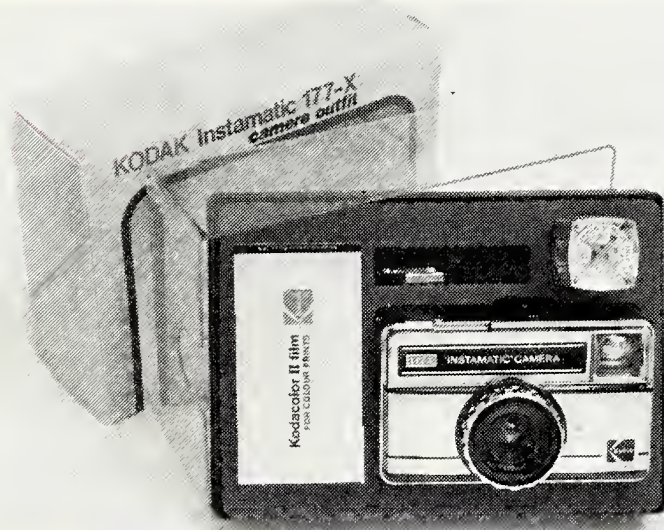
Gifts for '77



2



3



4



1

1. **Philips**—the HP4122 universal hairstyler offers four air speeds and heat settings
2. **Jackel**—an ideal bag for storing jewellery is how the company describes the "Fleur" cotton bag (£2.35)
3. **Kodak**—the Instamatic 177-X camera outfit (£13.23½)
4. **Jackel**—Musk after shave for men in Christmas boxes (£1.10)
5. **Kodak**—the EK 6 is the newest Kodak instant camera (£63.00) shown here attractively boxed for Christmas

5





1. **Braun**—the Roundstyler, their latest addition to the market (£17.95)

2. **Philips**—the Ladyshave de Luxe



2

Key to manufacturers

Arden; Elizabeth Arden Ltd, 20 New Bond Street, London: **Andre Phillippe Ltd**, 71 Gowan Avenue, London: **Beecham Proprietaries**, Beecham House, Great West Road, Brentford, Middlesex: **Bronnley**; H. Bronnley & Co Ltd, 10 Conduit Street, London: **Columbia Products Co Ltd**, Sherbourne Avenue, Binstead, Isle of Wight: **Cosmetique Vigdor** (Londres), Abbey Works Estate, Wycombe Road, Beresford Avenue, Wembley, Middlesex: **Coty Ltd**, Great West Road, Brentford, Middlesex: **Cussons Sons & Co Ltd**, Kersal Vale, Manchester M7 0GL: **Dorothy Gray**; Interbeauty Ltd, 202 Terminus Road, Eastbourne, East Sussex: **Elida Gibbs Ltd**, PO Box 1DY, Portman Square, London: **Eylure Ltd**, Grange Industrial Estate, Llanfrehfa Way, Cwmbran, Gwent: **Floris Ltd**, 89 Jermyn Street, London: **French Almond**; see Eylure: **Goya International Ltd**, Badminton Court, Amersham, Bucks HP7 0DE: **Houbigant Ltd**, Balcombe Road, Horley, Surrey: **Innox (England) Ltd**, Innox House, 436 Essex Road, London: **Jackel & Co Ltd**, Kitty Brewster Estate, Blyth, Northumberland NE24 4RG: **Kodak Ltd**, Kodak House, Station Road, Hemel Hempstead, Herts: **L. Leichner (London) Ltd**, 436 Essex Road, London: **Max Factor Ltd**, 16 Old Bond Street, London: **Philips Electrical Ltd**, City House, 420 London Road, Croydon, Surrey: **Prince Matchabelli**, Victoria Road, London: **Richards & Appleby Ltd**, Gerrard Place, East Gillibrands, Skelmersdale, Lancs: **Shulton (Great Britain) Ltd**, Trevor House, 100 Brompton Road, London: **Sorelle**; Jean Sorelle Ltd, 117 Great Portland Street, London: **Taylor of London**, The Dean, Alresford, Hants: **Wilkinson Sword Ltd**, Sword House, High Wycombe, Bucks: **Yardley of London Ltd**, 33 Old Bond Street, London: **Yves St Laurent**; Charles of the Ritz Ltd, Brook House, Park Lane, London: 4711: Cologne Perfumery Ltd, Telford Road, Basingstoke, Hants.

PINO SILVESTRE for CHRISTMAS 1977

Full Range of Men's Toiletries

including a special Christmas Presentation of Pino Silvestre

AFTER SHAVE and COLOGNE

both 75c.c. in see-through cases.

Recommended retail price per unit on minimum orders of 24 units of

After Shave £1.70.

Recommended retail price per unit on minimum orders of 12 units of

Cologne £2.45.

NATURA PRODUCTS LTD

90 Belsize Lane London NW3 5BE

Telephone: 01-435 1193 & 01-794 2244

O

REPLICA for CHRISTMAS 1977

Following its traditional concept, Replica has launched in addition to its six regular fragrances two new ones, namely,

'ESTORIL' and 'CARLINA'

Each Replica fragrance is available in a traditional Christmas presentation sleeve
Recommended retail price 56c.c. £1.35.

EVENOON Ltd. trading as REPLICA

90 Belsize Lane London NW3 5BE

Telephone: 01-435 1193 & 01-794 2244

O

**Send for Complete catalogue:
Meet us at the Christmas
Showrooms:
Ask our representative to call.**

Trade News

Labosept sold nationally

Labosept sugar-free dequalinium throat pastilles (£2.48 doz trade) for children and diabetics are now available nationally from Laboratories for Applied Biology Ltd, 91 Amhurst Park, London N16 5DR and wholesalers. They are prescribable on FP10.

New size Macdonald's wool

A Macdonald's super economy 350 g size cotton wool roll (£8.34 per 24 trade) has been introduced by The Wellcome Foundation Ltd, Temple Mill, Dartford, Kent, in response to demand for less tightly rolled wool. The 400g size will remain at the same price of £8.34 per 24 for the time being, the company says.

Film coated Imperacin

The yellow sugar coated Imperacin tablets will be discontinued from July 1 and replaced by a yellow film coated tablet impressed on one side with "Imperacin". The 100 and 1,000 packs will remain at the same prices, say Imperial Chemical Industries Ltd, Pharmaceuticals Division, Alderley Park, Macclesfield, Cheshire.

Palfium 10 mg introduced

A new strength of Palfium tablets, containing dextromoramide tartrate equivalent to 10mg base, is available from MCP Pharmaceuticals Ltd, Grange Road, Houstoun Industrial Estate, Livingston, West Lothian, Scotland. The Palfium 10 mg are peach, scored tablets packed in 100's (£8.98 trade).

Gynomin repacked

Gynomin tablets are being repacked into the original green and black design, say Napp Laboratories Ltd, Hill Farm Avenue, Leavesden, North Watford, Herts. The number of tablets will continue as 12 per pack in outers of 12.

Hedex on television

Sterling Health Products, St Marks Hill, Surbiton, Surrey, are spending £150,000 on a national three-week television advertising campaign for Hedex. The campaign features the "Women talking" commercial stressing the product's claimed advantages—that it is gentle on the stomach and easy to swallow.

Columbia trade show

Columbia Products Co Ltd, Sherbourne Avenue, Isle of Wight, have asked us to point out that contrary to information received by C&D they do not have a trade show at the Five Bridges Hotel, Gateshead between July 3-6 (C&D, June 11, p850).



Ernest Shenton (right), chairman and managing director of PTP Laboratories at Stevenage, with Geoff Cadogan, finisher sales operations manager of Kodak Limited, examining rolls of colour prints, when the latter visited the PTP laboratories recently, to see the new "Kodak" 2610 Color Printers in position (see below)

Vernon Powell Ltd, Verona House, 54 Selsdon Road, Croydon, Surrey CR2 6XE, are pleased to welcome customers to their show at the Hotel Metropole, Brighton from July 3-6 and at the Piccadilly Hotel, Manchester from July 10-13.

Mum goes to Australia

Two employees from the production department at Bristol-Myers Co Ltd, Stamford House, Station Road, Langley, Bucks SL3 6EB, have just left the company in order to fulfil a life-long ambition to drive to Australia. The two men are being sponsored by Mum, and Emily, the cartoon character made famous in the product's television commercials, is featured on the Landrover they are using.

Germaine Monteil creams

Germaine Monteil (UK) Ltd, 33 Old Bond Street, London W1X 4PH, will be offering their super moist cream and complimentary super moist night cream in introductory sizes of 25g during September. The reduced prices of these will be £1.25 and £1.75 respectively.

Holdwood appointment

Holdwood International (Cosmetics) Ltd, Guildford Chambers, 54 Cheapside, Luton, Beds, have appointed Sales Masters Ltd, PO Box 50, Southampton SO9 7DP, as sole sales and distribution agents for Nomor Grey. The appointment takes effect from July 4 and will include England, Scotland and Wales. Sales Masters feel that their responsibility is to strengthen the service given to the chemist trade with regular calls and sales support to back up the national advertising and promotional campaigns.

Computer controlled colour

PTP Laboratories, the Stevenage-based photofinishers, have installed three computer-controlled Kodak 2610 colour printers. The 2610 will turn out borderless cprints from 110, 126 and 135 size negatives at the rate of 6,000 per hour.

However, the unique feature of the new printer is that each negative in turn is scanned by a device which extracts 109 specified items of information which it feeds into a computer. All this information, which includes such factors as film type, colour and density content, subject matter, etc, provides the computer with a

base for a precise exposure for each negative. The calculations take place with an accuracy which, until now, could only be achieved by an experienced operator—all in the time it takes for the negative to move from the scanning station to the exposure position. The net result is said to be prints of consistently high quality, and as so few require reprinting, costs kept to a minimum.

Holiday closing

A & E Connock (Perfumery and Cosmetics) Ltd, Crompton Road, Pleshey, Chelmsford CM3 1HE, wish to advise their clients that their offices will be closed from Monday July 18 until Tuesday August 30. This means that their annual holidays will coincide with those of their overseas principles, Societe Descollonges Freres SA, Ashland Chemical Co, Peter Jarvis, Dow Corning Ltd and Kakuhachi Co Ltd.

Colgate—Rubinstein awards

The Colgate divisional laboratories at Manchester carry out research and development on skin and hair products for the Colgate European and worldwide organisations. The facilities are also available to Helena Rubinstein Ltd, Central Avenue, East Molesey, Surrey KT8 0RB. Approximately three years ago an arrangement was made with the hairdressing and beauty therapy department of the Abraham Moss Centre Open College to carry out testing programmes on products under development by the Colgate Research Laboratories. At the same time a scheme was developed where students spent a period of two weeks at the laboratories as industrial training.

To further this productive relationship Colgate decided to award a trophy to the best beauty therapy student of the year and Helena Rubinstein to award a trophy for a creative make-up competition, using Rubinstein products.

This year's event, the third so far, has just been held and the Colgate-Palmolive student of the year was named as Martine Denand, with Anne Deluse and Helen Astley in second and third place. The Rubinstein Award went to Dawn Crossley, a 20-year-old from Blackpool, who chose the Queen as her make-up theme depicting her "on" and "off" duty. Second was Jane Inder from Southampton who chose sex symbols for her theme, contrasting the

Jane Russell era with the "asexual provocative and possibly obnoxious image with which present day youngsters are identifying themselves", and in third place was Jackie Doyle from Bolton.

Good Nature repackaged

Good Nature, 7 The Norton, Tenby, Dyfed, have introduced new packaging for their range of skin care preparations. Wrap around labels feature the name Good Nature in diagonal stripes around a product identification panel, and a seal over the lid of the jar is there to assure customers that they are buying an "untouched" product, says the company. The labels and seals are green and white. "We wanted to increase the in-store appeal of our products while retaining the simple hand made image we had adopted", they commented. Products in the range include a lime cleanser, orangeflower milk, rosemary skin tonic, sunflower moisturiser, wheatgerm cream, mint facial and honey hand lotion. Prices range from £0.62 to £0.85 and £2.85 to £5.59 for the gift crates.

Coty's Cool Spell

Coty Ltd, Great West Road, Brentford, Middlesex, have added a talc (£0.95) to their Cool Spell range. The company recommends it particularly for use in hot, sticky weather and in conjunction with their Cool Spell spray (£1.45) which is described as the ideal summertime accessory, "icy cool and refreshing on application, yet tenaciously fresh and floral".

Remington join Goldrush

Winners of the Denim competition from Elida Gibbs, who will be given an all expenses paid trip to Alberta, Canada, to visit the Klondike Gold Rush celebrations (*C&D*, May 21, p721) will also be given a Remington Radial worldwide rechargeable shaver from Sperry Remington Consumer Products, Apex Tower, High Street, New Malden, Surrey. In addition there are 20 runner-up prizes of this shaver. Counter display cards have been distributed giving full details.

Film postal charges

Following recent GPO increases in postal charges, photographers who mail their colour films for processing direct to the Kodak colour processing division at Hemel Hempstead, Herts, may be reminded that the following new postal rates now apply:

Second class First class

135, 126, 110		
828	7p	9p
Standard 8		
Super 8	9½p	12½p
16mm × 15m roll	12p	16p
16mm × 30m roll	15p	20p
16mm × 15m mag	18½p	24p

Kotex Sylphs competition

A free mail-in offer of a "Trim & slim" booklet—and the opportunity to win one of 25 pack-away bicycles—is the promotion currently being featured on packs of Kotex Sylphs from Kimberly-Clark Ltd, Larkfield, Nr Maidstone, Kent. The booklet offers advice to girls on exercises and general nutrition, plus fashion, beauty and personal hygiene hints. With the booklet is a competition entry form with simple questions relating to the booklet

contents, plus a tie-breaker. Product manager Linda Gemmell comments, "We feel that this offer will stimulate considerable new user trial especially in the younger age group, attracting girls coming into the market for the first time".

Optrex on centre court

Optrex Ltd, City Wall House, Basing View, Basingstoke, Hants RG21 2JP, are again supplying the St John's Ambulance Brigade with products for their first aid posts at this year's Wimbledon tennis championships. The products that have been made available are Optrex eye lotion, eye ointment, eye masks, Optone eye drops, In Step foot deodorant sprays and Keldon Fruit Tree orange concentrate.

Complan tasting sessions

Farley Health Products Ltd, Torr Lane, Plymouth PL3 5UA, held flavoured Complan tasting sessions recently in the pharmacy department of Plymouth and South Devon Co-operative Society's store at Derry's Cross, Plymouth. They were preceded by two staff training sessions of which pharmacy manager Mr. G. E. Townsend said: "They were a great success and other superintendent chemists might like to organise the same sort of thing".

Marigold campaign

LR/Sanitas Ltd, Sanitas House, Stockwell Green, London SW9 9JJ, are extending their television advertising campaign for Marigold housegloves. The campaign, which will appear in the Southern and Westward television areas July 4-31, stresses the dangers of exposing unprotected hands to the hot water, grime and grease of washing up.

Philips Ladyshave range

Three of the products in the Ladyshave range from Philips Electrical Ltd, City House, 420 London Road, Croydon, Surrey, have been given new outer casings. They are the Ladyshave Cordless which runs on four small batteries, the Ladyshave Special, which has a super-fine foil unit angled head that can be detached for easy cleaning and is mains operated, and the Beauty Set which comprises the Lady-



shave Special plus nine beauty care attachments. There are two massagers, two applicators for creams and lotions, plus two cosmetic sponges, and five attachments to keep nails in shape. The lid of the Beauty Set is now fitted with an angled vanity mirror.

Woltz autumn colours

Six new shades of Woltz Italiana nail polish from Fontarel Ltd, Servier House, Horsenden Lane South, Greenford, Middlesex UB6 7PW, will be available for sale in September. Three regular shades (£0.50 regular, £0.44 mini) called Medici, Tobago and Royal and three pearl (£0.60 regular, £0.44 mini) Beatrice, Laura and Marisa.

Leichner latest

L. Leichner (London) Ltd, 436 Essex Road, London N1 3PL, have introduced three new lip colours for the late spring and summer. They are cracker pink, rednut and coconut and are all in the Kamera Klear range (£0.55).

Ludiomil 150mg

A new strength of Ludiomil tablets—Ludiomil 150mg—will be available in a calendar foil pack of 28 (£7.72 trade) with effect from July 4, from CIBA Laboratories, Horsham, West Sussex.

Inecto size

Rapidol Ltd, 22 St Margaret's Street, Hanwell W7, have introduced a new 56g size (£0.39) of hair conditioner to their Inecto peach nut oil and Inecto oil of avocado conditioner ranges.

Steradent books

Reckitt Products, Reckitt House, Stoneferry Road, Hull HU8 8DD, have successfully negotiated a promotional package with Corgi books giving them the right to offer twelve Corgi best sellers free of charge in exchange for six tokens from Steradent packs (plus £0.25 postage and packing). The books, valued at between £0.75 and £1.20 each, include *The Exorcist*, *Shalako*, *When the boat comes in*, *The Odessa file*, *Once is not enough*, *The four musketeers*, *The Belscombe fox*, *Juggernaut*, *Logan's run*, *Mahogany*, *The Sting*, and *Judy Garland*. The offer is open until April 30, 1978, and will be backed by in-store display material and an advertising campaign in women's magazines.

LR/Sanitas savings

Until August 26 LR/Sanitas Ltd, Sanitas House, Stockwell Green, London SW9 9JJ are offering money-off promotions on the following products: Liquid Gumption (4p off the srp of £0.33) and Parador (1½p off £0.27½).

Unichem July offers

For the period July 11-29, Unichem Ltd, Crown House, Morden, Surrey, are offering seven nationally-advertised products exclusively to its members to back up the range of special offers made in support of the "Baby bonanza win-a-Ford Fiesta" promotion (*C&D* last week, p927). The products carry discounts ranging from 14-30 per cent and are Alberto Balsam shampoo, Efferdent 24, Elnett, Recital, Libresse, Ultrabrite and Wilkinson Sword

Continued on p30

Trade News

Continued from p29

Bonded blades. Unichem are also making nine "bargain buys" available during this period, many of them products which people going on holiday often buy at the last moment: Codis, Cussons Imperial Leather soap, Elastoplast, stretch fabric dressing strips and washable dressing strips, Kotex New Freedom towels, Nivea cream, Palmolive Rapid Shave, and SR.

Equipment

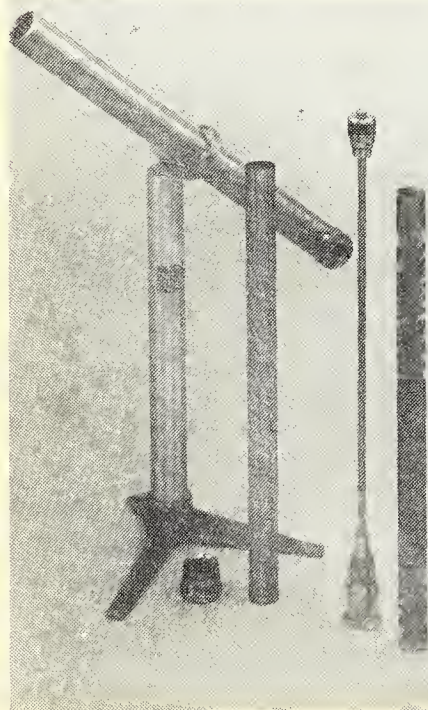
Steriflo tubular filtration system

The Millipore Steriflo tubular filtration system is said to bring a new level of economy, ease of operation and reliability to sterilising filtration and particle removal.

Designed to handle product volumes up to several hundred litres, the Steriflo system is suitable for final filtration on filling machines, batch filtration and particle removal filtration. The heart of the system is a unique membrane filter which combines the simplicity of disc filters with the ruggedness of conventional cartridges. Composed of cellulose ester membranes, this new filter is a hollow capless tube sheathed internally by a layer of high wet-strength cellulose and externally by a monolithic polyethylene web. Each end of the tube is permanently edge-sealed with a dip coating of urethane. Product flow through the filter is from inside (upstream), out (downstream), providing high resistance to operating stresses.

Where extended filter life is required, tubular Steriflo prefilter is also available and can be concentrically installed in the same housing. Also composed of cellulose esters, this tubular prefilter is free of asbestos and glass fibres, making them suitable for parenteral processing.

Other benefits, according to Millipore (UK) Ltd, Millipore House, Abbey Road, London NW10 7SP, are that the system is in-line steam sterilisable with the filter in place, lightweight housing facilitates handling and small void volume reduces loss of valuable product.



New products and packs

Conditioner completes range

Following the recent introduction of the repackaged Sunsilk hairspray and setting lotion, Elida Gibbs are completing the range with the introduction of a new Sunsilk shampoo and deep action conditioner. Sunsilk shampoo is the product from which the whole range has been developed. Initially launched in 1954, it has been constantly improved and the new ingredients now being incorporated should reinforce the shampoo's performance even further, says the company. In the dry and fly-away variants the ingredient polymer JR has been added which is claimed to provide improved hair manageability, and the greasy variant will contain Genapol which is an effective grease removing formula.

Five of the six variants will contain new perfumes, the variants are: wild sunflower for normal hair, wild lime for greasy hair, wild coconut for dry hair, wild peach for fine fly-away hair, wild poppy for dull and lifeless hair and wild herb for problem hair, available in four sizes; sachets (£0.61), standard (£0.29), large (£0.43) and economy (£0.76). The bottles all have ivory colour caps and feature the Sunsilk girl.

A new conditioner has been added to the relaunched range. The Sunsilk deep action conditioner (£0.49) comes in four variants, for normal, dry, greasy and fine hair. The company says that this conditioner has been introduced because of a trend in the country towards heavy duty conditioners which are more deeply penetrating.

In addition to television, radio and Press support, a Press advertising campaign will announce a major consumer promotion to support the entire range. Entitled "The Sunsilk collection" it will work as a straightforward draw combined with a coupon worth £0.20 off any Sunsilk product. The main item in the collection is an ivory coloured Triumph TR7; other items include a choker and bracelet from Gucci, a snakeskin belt, leather pouchette,



ivory orchid and a pure silk shawl. The first prize consists of the whole collection and there will be 40 other prizes each comprising the collection, minus the TR7. In store display material will be available (Elida Gibbs Ltd, PO Box 1DY, Portman Square, London W1A 1DY).

Electrical

Clairol hairdryer

Clairol have entered the hairdryer market with the introduction of a lightweight pistol-grip dryer to be called the Clairol 1200 (£15.95). The company says that this dryer will cut drying time practically in half and expect it to appeal to "today's active young woman who likes to wash her hair frequently but begrudges the precious time spent drying it". The Clairol 1200 has an extra wide barrel giving a



The repackaged range of Sunsilk shampoos and the newly introduced deep action conditioner shown here with the point of sale material featuring a picture of the new Sunsilk girl

greater airflow and it is small and compact for easy handling. Other features include a concentrator nozzle and two heat/speed settings. It has an automatic safety cut-out and carries the usual Clairol guarantee. The launch of this product will be backed by a £200,000 television advertising campaign beginning in August (Bristol-Myers Co Ltd, Stamford House, Station Road, Langley, Bucks).

Cosmetics and toiletries

Maxi eye shadow

Max Factor are adding another product to their recently introduced Maxi make-up collection. The Maxi rich powder eye shadow (£0.65) will be available in six shades and will be presented in a transparent compact with a sponge tip applicator. These will complement the existing range of Maxi frost powder eye shadow (Max Factor Ltd, 16 Old Bond Street, London W1A 3AH).

Sally Hansen nail kit

A Nail Mender Kit (£0.95) for the repair of split and breaking nails is the latest addition to the Sally Hansen range of nail care products. The kit contains reinforcing tissues, a bonder, emery board, manicure stick and instructions for use. The repair is said to take approximately 15 minutes to apply and last for up to a week. Once nail colour has been applied, the broken nail will have the appearance of a perfectly healthy nail while the split or break grows out. During the launch period a selfsta unit displaying six packs will be



available (Sally Hansen Ltd, Hook Rise South, Surbiton, Surrey KT6 7LU).

Dietary
Grandels Biuticaps

Synpharma International Ltd have introduced Grandels Biuticaps (50 £3.95, 100 £6.95) to this country. Grandels wheat germ and dietary bran are already available here and these health food dietary supplements compliment the company's skin diet beauty care range. Biuticaps are said to provide a vitamin rich skin care dietary intake supplement and are available in blister packs (Synpharma International Ltd, Castle House, 21 Davey Place, Norwich NR2 1PJ).

Photographic

Regula pocket cameras

Three new models have been introduced. Regula 118 has a f9.5 lens and top flash (guide price £10.58), 218L has dual shutter speeds of 1/50th and 1/250th secs (guide price £14.32) and 218LE has an electric magic eye (guide price £20.12). (Photopia Ltd, Hempstalls Lane, Newcastle, Staffs ST5 0SW).

on TV
next week

Ln—London; M—Midlands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; CI—Channel Island.

- Anadin: All areas
- Complan: Lc, So, A, Y, NE
- Crest: All except G, E
- Head & Shoulders: All except E
- Mum Rollette: All except E
- Norsca: Y
- Optrex: A
- Optone: Lc
- Poly Simply Sensational: Ln, So, M, We, WW
- Soft & Gentle: All areas
- Three Wishes: All areas
- Vitarich: Lc
- Wilkinson Sword blades: All areas

FISONS LIMITED

PHARMACEUTICAL DIVISION

DERBY ROAD, LOUGHBOROUGH, LEICS.

THE FOLLOWING PRICE INCREASES ARE EFFECTIVE ON THESE GOODS DESPATCHED ON OR AFTER 1 JULY 1977 CHEMIST PRICE LIST (Retail and Wholesale)

PRODUCT	Prod. Code No.	Rec'd/ Fixed Retail Price each incl. VAT	MBU Dozs.	Points Value per MBU	Rec'd/ Fixed Trade Price per doz. ex VAT	VAT Rate %	Points Rate per dozen ex VAT relevant to total points value of the non-ethical part of the order.		
		£			£		Points Total 1-400	Points Total 401-1000	Points Total 1001+
PROPRIETARY PRODUCTS									
*SANATOGEN NERVE TONIC - ORIGINAL									
Junior 4oz	1110	0.79	6/12	12	6.67	8%	6.17	6.00	5.84
Standard 8oz	1120	1.45	3/12	11	12.52	8%	11.58	11.27	10.95
Economy 16oz	1130	2.49	1/12	7	22.02	8%	20.37	19.82	19.27
Family 2lb	1140	4.45	1/12	12	38.83	8%	35.92	34.95	33.98
*SANATOGEN NERVE TONIC -LEMON FLAVOUR									
Junior 4oz	0410	0.79	6/12	12	6.67	8%	6.17	6.00	5.84
Standard 8oz	0420	1.45	3/12	11	12.52	8%	11.58	11.27	10.95
Economy 16oz	0430	2.49	1/12	7	22.02	8%	20.37	19.82	19.27
Family 2lb	0440	4.45	1/12	12	38.83	8%	35.92	34.95	33.98
TEST MARKET AREA ONLY									
ROSKENS HAND CONDITIONER 15g	7800	0.22	2	8	1.76	8%	1.63	1.58	1.54
45g	7810	0.40	1	11	3.19	8%	2.95	2.87	2.79
100g	7890	0.69	1	18	5.60	8%	5.18	5.04	4.90

*Products marked thus are subject to Fixed Retail and Trade Prices.

Professional News

Pharmaceutical Society of Ireland

Payments for small CD packs to be allowed

The Pharmaceutical Society of Ireland has been successful in its representations to the inter-departmental co-ordinating committee on drug abuse for payment of drugs liable to misuse to be based on small packs (*C&D*, June 4, p828).

At last month's Council meeting it was confirmed that the General Medical Services (Payments) Board will allow dispensing from small packs for the following preparations: Barbiturates, methaqualone, diethylpropion, dextromoramide, methadone, dipipanone, pethidine, morphine, levorphanol, dihydromorphine and dihydrocodeinone.

Mr M. J. Cahill, secretary and registrar, explained that it would take a little time for administrative details to be arranged and the president, Mr M. F. Walsh, thanked Mr R. J. Power for his efforts in the matter and Mr D. O'Flynn, chairman, inter-departmental co-ordinating committee on drug abuse, for his support.

Mrs Bonar to contest Senate

Mrs Bernadette Bonar, MPSI, has been nominated to contest the 1977 Senate general election on the cultural and educational panel.

Proposing Mrs Bonar, the president said that while keenly interested in political affairs at national level, she had assured him that, if elected, her first loyalty would be to pharmacy. Seconding, Mr T. R. Miller agreed and said Mrs Bonar was an excellent choice. Mr M. L. Cashman, a previous Council nominee added that the election was always particularly hard fought and the candidate would need every possible help if she was to succeed.

Arising from a recommendation by the Practice Committee, £5 will be allowed to each member for attendance at Post-graduate Education Committee courses to a maximum of £500 in total grants per annum. The scheme is to be reviewed at a later stage.

Nomen proprium labelling

The policy of "nomen proprium" labelling is to remain unchanged. The president, referring to GMS prescriptions, said it was imperative for dispensed medicines to be labelled so that a doctor, in the event of an emergency, would have no difficulty identifying the drug a patient might be taking. "It would be a serious matter if a patient suffered injury as a consequence of inadequate labelling."

Reporting on the survey into pharmacy security (*C&D*, June 4, p828) Mr Walsh said he was pleased at the 50 per cent response to the questionnaire. A general meeting is to be held for pharmacists to discuss the security problem.

Mr Power, chairman of the EEC Committee, stated that the report "The role

and responsibility of the pharmacist" had been sent to the Department of Health. The document was prepared by a joint pharmacists and Department working group and is to be discussed in detail at a special Council meeting.

A communication from FIP that 1979 would be designated "International year of the child" had been received and Council agreed to postpone a decision on any action to mark the event.

For the proposed new multi-purpose laboratory in the college of pharmacy, the Higher Education Authority has said that, on the basis of the drawing submitted, tenders for this project could be invited.

Groupement report

Mr Power also reported a meeting of the executive committee of the EEC *Groupement* in Brussels recently. Messrs Power, Burke and Cahill represented Ireland and matters discussed included:

- Difficulties over the status of groups in Portugal purporting to represent pharmacists. Until cleared up no decision could be reached on Portugal's application for associate membership of *Groupement*.
- Auditor's report. There is to be no increase in national contributions for 1978.

- Secretary-general's report on organisation of general assemblies. Mr Darling (UK) and Mr Power urged better use be made of the assemblies and in particular meetings of the executive committee be held in conjunction with general assemblies each year.

- Centrafarm case. Wide discrepancies in drug prices (even from the same manufacturer) among European countries led to the sale of lower priced British-made Roche products on the Dutch market. The European Court ruled in effect that it was not unlawful provided recognised standards were maintained. The situation would require positive action by the Governments concerned.

- Draft Directive concerning product liability. Apart from Ireland and UK, the delegates appeared not to understand the full significance of the new Draft Directive. Mr Power, supported by Mr Darling, urged the *Groupement* to send a letter of intent to the Commission intimating that a more detailed explanation of the pharmacists' viewpoint, opposing the inclusion of medicines, would follow at a later stage, and eventually it was agreed.

- Mr Power reported on the general assembly of European hospital pharmacists, held in Dublin, stressing that hospital pharmacists were anxious to forge new, closer relationships with the *Groupement*.

- The *Groupement's* general assembly will take place in the Park Hotel, Athens, October 23-26.

- The afternoon session was devoted

exclusively to the EEC Commission's proposals for a Directive on the harmonisation of courses and the free movement of pharmacists within the EEC.

The president, Mr Walsh, said Council were keeping a close watch on the developments. At the moment it was clear that EEC proposals were concerned only with the movement of registered pharmacists.

The annual meeting of the Society will be in Galway, October 17, at 8.30 pm.

Register changes

The following were granted change of names in the Register, marriage certificates having been submitted: Mrs Therese Lawlor (nee McDonald), MPSI; Mrs Rosemary Kearney (nee Martin), MPSI.

The following addresses were changed in the Registers:

Mrs F. M. Donlon, LPSI, to 131 Pine Valley Avenue, Rathfarnham, Dublin 14; Mrs R. Kearney (nee Martin), MPSI, to Dublin Road, Blackrock, Dundalk; Mrs Therese Lawlor (nee McDonald), MPSI, to 14 Terenure Park, Terenure, Dublin 6; Miss E. B. Deery, LPSI, to 74 Ballymun Avenue, Dublin 11; Miss A. G. Dorrian, MPSI, to The Diamond, Ballyshannon, co Donegal; Mr W. J. Magee, LPSI, to 4 Roselawn Close, Castleknock, co Dublin; Mr D. A. Lohan, MPSI, to 12 Lakeview, Claregalway, co Galway; Mr P. A. Brady, MPSI to 12 Upper Camden Street, Dublin 2; Mrs B. O'Neill, Asst, to Lough Head, Killybegs, co Donegal; Miss B. A. Herriott, Asst, to Euston Villa, Thomond Place, Nenagh, co Tipperary; Mrs A. B. Prenderville, Asst, to 91 Shanliss Avenue, Santry, Dublin 9; Mr T. B. Carey, Asst, to 25 The Crescent, Fairview, Dublin 3; Mr C. H. Kennedy, Asst, to Dunkineely, co Donegal.

Mrs M. M. Blake (nee Cusack), pharmaceutical chemist, and Mrs M. E. McGinn (nee Lynch), Asst were restored to the Registers and Mary F. Geoghegan, Bughterard, co Galway was elected as a member.

After their Licence Certificates were signed and sealed the following were nominated for membership:

J. Butler, 3 Chelmsford Road, Dublin 6; C. Cunningham, 344 Harold's Cross Road, Dublin 6; H. P. Ferguson, 23 Garville Road, Dublin 6; P. V. Irwin, Clounslour, Oakpark, Tralee, co Kerry; Y. Kare, 20 North Circular Road, Dublin 7; M. E. Molloy, Lord Edward Street, Ballymote, co Sligo; I. D. Nish, Ashroe, Coast Road, Malahide, co Dublin; J. Pillay, 246 Orwell Road, Wellington Lane, Templeogue, Dublin 12; M. R. M. Ryan, Cattagantstown, Killenale, co Tipperary.

The registrar reported with regret the deaths of Mr James B. Fitzgerald, MPSI and Mr T. Fullam, MPSI.

Celtic conference: 'a full programme'

The second *Assemblée Pharmaceutique Celtique* will be held at Quimper in Brittany, sailing on the 11 am ferry from Plymouth to Roscoff, on Friday, October 7 and returning on the 10.30 pm ferry on Monday, October 10. A full programme of excursions, visits, conference, etc, will be arranged. Through the generosity of Breton colleagues, members will have the opportunity of staying at their homes, in order to promote friendship and fraternisation. The cost is £55 a head, including ferry fare. The number of acceptances will be limited, so early (provisional) application to Mervyn Madge, honorary secretary, Celtic Pharmacists Association, 1 Saltburn Road, St Budeaux, Plymouth, is necessary.

PSNI Council

Guidance on dealing with forged scripts

Following a meeting between Pharmaceutical Society of Northern Ireland Council representatives and the drug section (*C&D*, May 7, p659), members of the Society are to be informed of the tactics to adopt when presented with a forged prescription.

At last month's Council meeting a report of the meeting was read although suggestions made at the meeting were not submitted as recommendations. However, at the suggestion of Mrs C. O'Rourke it was agreed to bring to the attention of members the following:

- ☐ A member presented with a prescription which he suspects has been forged should employ delaying tactics and ask the patient to call back. This would allow time for inquiries to be made and, if necessary, the drug section to be informed.
- ☐ Police have a statutory right to examine the controlled drugs register.
- ☐ Care should be exercised in selling disposable syringes to the public.

Success in detection

Mr T. O'Rourke said he was pleased that a close contact was maintained with the drug section and that some success was being achieved in detecting prescription pad thieves. He foresaw problems with the suggestion that prescription forms should be stamped with the name and address of the doctor immediately before issue because forms could be inadvertently submitted for dispensing without having been stamped.

Mrs O'Rourke presided at the Council meeting because the father of the president, Mr J. Chambers, had died two days before. The secretary, Mr W. Gorman, is to convey the sympathy of members to Mr Chambers on his bereavement.

At a meeting with the Department of Health about child resistant containers difficulties experienced by pharmacists who supplied medicines in such containers were explained and accepted by the Department. The secretary is to submit them in writing so that the position could be reviewed.

The chairman of the Finance Committee, Mr McIlhagger, said it had been impossible because of the Jubilee holidays, to arrange a special meeting of the Committee before the Council meeting (*C&D*, June 4, p828). However, the expenses incurred in the present year had been carefully noted and would be considered at length when the Committee met. He had noted that the major increase in expenditure arose from charges made by government departments or nationalised bodies for items such as rates, postal and telephone charges and electricity.

A letter from the Department of Agriculture was read rejecting Council's request that pharmacies should be exempt

from certain provisions of a draft Order prohibiting importation and possession of certain veterinary drugs in Northern Ireland. The letter pointed out that the conditions to be applied under the Order on importation were similar to those at present imposed by subordinate legislation made under the Diseases of Animals Act (Northern Ireland) 1958 and that no applications from pharmacists for licences had ever been received under the existing legislation.

An invitation for the Society to be represented at the Golden Jubilee celebrations of the Pharmaceutical Society of Nigeria has been received. A conference, hoped to coincide with a Regional Meeting of the Commonwealth Pharmaceutical Association, is to be held in Lagos on October 25-30. The programme would include an exhibition and lectures. The secretary is to convey congratulations and good wishes to the Society of Nigeria and to say that it was unlikely a representative would be able to attend.

Congratulations of Council are to be conveyed to Mr T. R. Lowther, MSc, PhD, MPS, on being awarded his PhD degree by Queen's University, Belfast. Dr Lowther is the area pharmaceutical officer for the Eastern Health and Social Services Board.

Management courses

A reply from the director of the Northern Ireland Staffs Council for the Health and Social Services, Captain Hawthorne, to Council's request for a meeting to discuss holding management courses for pharmacists during the next winter session has been received. He suggested mid-August and the members of the deputation are to be consulted and a convenient date arranged.

A meeting between the Society and the Northern Ireland faculty of the Royal College of General Practitioners is to be held on April 6, 1978.

Mr Kerr reported on a meeting of the European pharmacy group held in Brussels (See Council report of Pharmaceutical Society of Ireland). Amongst the matters discussed were the programme for the Group's Annual General Assembly, the liability of pharmacists set out in a Draft Directive and on which subject legal opinion was being obtained and the applications of Portugal and Greece for admission to the community. A meeting of the United Kingdom EEC Group would have to be held before the Annual General Assembly and it seemed likely that it would be held in the middle of September.

Show for small businesses

Britain's first International Business Show is scheduled for October 11-20, at the National Exhibition Centre, Birmingham. Aimed mainly at small business proprietors and professional partnerships the Show will include aids for the accounting operations of organisations working long opening hours but with few clerical staff.

On show will be the Speedimailer to eliminate separate addressing and sealing of envelopes, Twinlock Paypak, a briefcase wages system, and invoicing machines, together with computer systems for larger organisations.

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Company News

Personal taxation a major problem, say Sangers

Writing in the report for the year to February 28, the chairman of Sangers Group Ltd, Mr Hugh T. Nicholson, states that during the year the company started on a policy of diversification with the purchase of companies in the retail optical field. Since the end of the year, investment in this field had increased, and the company anticipates this would be a "profitable addition" to its pharmaceutical and other activities. Sangers' chemist's gift token scheme had also been launched during the year.

Turning to the future, the chairman says: "Our problems are, of course, inflation, monetary instability and taxation . . . Corporation tax shows no sign whatsoever of declining. While a Government is liable to take over half of what we earn, incentives must be minimised . . . Our highest paid director, who is responsible for a company with a turnover of over £80m, receives after tax a little more than £8,000 . . . He would probably do better financially as a dustman in New York. This is the measure of our problem and this is something which nobody does anything about." (Results *C&D*, June 11, p872.)

Queens Award presentation to Polaroid (UK) Ltd

In a ceremony at Polaroid (UK) Ltd's Dumbarton factory, the Lord Lieutenant of Dunbartonshire, Mr James C. Robertson, presented the Queen's Award for Export Achievement 1977 to the managing director, Mr Harry Allen. Mr Robertson said that since its foundation in the USA in 1937, Polaroid's story had been "almost unqualified success", and complimented the UK company on its record of consistency, team work and excellent labour relations. In his reply, Mr Allen stated that the Scottish factory produces over 2 million cameras a year, making it "the largest manufacturer of cameras in Britain, and almost certainly in Europe".

UK chemicals at a decisive point, says CIA president

Speaking at the opening of the Eurochem Exhibition and Conference, Mr Stuart Woodhams, president of the Chemical Industries Association, said: "The UK chemical industry stands at a decisive point in its history. Confirmed membership of the EEC means that this country can now be considered seriously by multinational companies as a prospective location for new capacity directed at Western Europe as a whole."

The industry currently exports over £3,000m in the face of strong international

competition and earns a net balance of payments surplus of over £1,000m per annum, representing 25 per cent of the country's favourable balance of all manufactured goods. However, Mr Woodhams pointed out that there is a need for massive new investment, which would be conditional on a number of important factors outside the industry's direct control. Among these, Government policy should be directed towards providing the right climate, including control of inflation and continuity of policy on investment incentives. Moreover, companies must be permitted to earn adequate returns on capital, and it must be made clear that the Government supports a mixed economy.

Briefly

Cidal Products Ltd is now a subsidiary of Albion Soap Co Ltd, to whom all home orders should be sent. Export inquiries should be addressed to Cidal Products Ltd, 113 Station Road, Hampton, Middlesex (Telephone 01-979 0171).

E. & N. Collins (Chemists) Ltd have taken over the premises at 320 Uxbridge Road, Hatch End, Middlesex, vacated by Boots Ltd on June 22. The closing of the Boots branch had been previously scheduled for June 11 (*C&D*, May 7, p663). The business will operate under the name Kenton Pharmacy.

Mr J. A. Lumley, FPS, is to become proprietor of the pharmacy at 16 Station Road, Quorn, Leicestershire, on July 4. It is at present a branch of Gordon Davis (Chemists) Ltd. The business will be conducted under Mr Lumley's name as sole proprietor. The telephone number (Quorn 42545) remains unchanged.

H. I. Weldrick Ltd have transferred their cosmetics and perfumery department from their pharmacy in Hallgate, Doncaster, to premises at 11 Printing Office Street and have now opened the Renaissance beauty products and cosmetics shop. Mrs Bellwood, who has been with the firm for many years, is manageress of the new shop.

Appointments

Jeyes Ltd: Mr David Christopher Chenery has been promoted to marketing manager for the distributive division.

Peterborough & District Co-operative Society: Mr. D. A. McNeil, MPS, has been appointed superintendent pharmacist following the retirement of Mr G. Alan Brooks, MPS, (page 9).

Pharmax Ltd: Mr Clive A. Jones has been promoted from product manager to marketing planning manager; he joined the company six years ago as a medical representative. Mr Frank Jones, formerly a senior medical representative in Gloucestershire, is now regional sales manager for the West Midlands. Mr Paul Ballington has recently joined the company as a technical services adviser. He was previously a quality control chemist with Beecham.

Coming events

Monday, July 4

Sheffield Branch, Pharmaceutical Society, Terminus Hotel, Chesterfield, at 8 pm. Strawberries and wine evening.

Westminster Report

Misuse of Drugs Advisory Council reports on cannabis

The Home Secretary, Mr Merlyn Rees, told the Commons in a written answer that a substantial majority of the Advisory Council on the Misuse of Drugs was of the opinion that possession of cannabis or cannabis resin should not be an imprisonable offence for first offenders. However, because of the consequential changes needed to give effect to this proposal, the council had advised against giving effect to it in the Criminal Law Bill.

Instead, the council proposed to undertake, as a matter of urgency, a comprehensive review of the classification of the drugs in Schedule 2 of the Misuse of Drugs Act 1971 and the penalties listed in Schedule 4. The council had also advised that the Criminal Law Bill should be used to amend the statutory definition of cannabis in the 1971 Act so that all parts of the plant, including the leaves, should be controlled in the same way (*cf C&D*, April 2, p474).

The Home Secretary said he had accepted the council's advice on both these matters and had tabled a new clause to the Criminal Law Bill to amend the definition of cannabis.

Prescription charges

Lord Winstanley asked whether the Government would extend the present exemption from prescription charges to men aged 64 and women aged 59 who have opted for premature retirement under the Job Release Scheme. In reply Lord Wells-Pestell said that the Job Release Scheme is only one of the ways in which people retire prematurely and it would be impracticable to operate a scheme which tried to take account of all the different reasons for early retirement.

Cost of PPA

In a written Commons answer, Mr Roland Moyle, Minister for Health, said that the cost of the Prescription Pricing Authority is estimated to be about £6.1m in the current financial year.

Anti-nationalisation

The Conservative backbench motion condemning any further attempt to nationalise sectors of industry, including the pharmaceutical industry, has now been signed by 34 MPs.

Preventive medicine budget

In reply to a question from Mr Eric Moonman about the current budget allocation for preventive medicine, Mr Roland Moyle, Minister for Health, said that the scope of preventive medicine involves a wide range of services and functions within and, indeed, outside the NHS and it is not possible to isolate preventive from other elements or to provide any general estimate of preventive relative to total costs within the NHS budget. One of the

objects of the consultative documents on priorities for health and personal social services in England and on prevention and health, published in 1976, was to remind Health Service authorities of the importance attached to preventive medicine in the planning of priorities and allocation of resources.

Naudicelle capsules

Asked in the Commons why Naudicelle is not available on the National Health Service, Mr Roland Moyle, Minister for Health, said that independent medical experts have advised that the evidence is insufficient to justify regarding linoleic acid, the basic ingredient of Naudicelle capsules, as having a therapeutic effect in multiple sclerosis. Linoleic acid, its compounds and derivatives, therefore, cannot be regarded as medicines that may be supplied at NHS expense to multiple sclerosis patients who are living at home and being treated by a family doctor.

Support for whooping cough vaccine

The continued use of whooping cough vaccine is supported by the Joint Committee on Vaccination and Immunisation in a report published last week. At the request of Mr David Ennals, Secretary for Social Services, the Committee has examined the evidence from past clinical trials of whooping cough vaccine and the behaviour of the disease in the community before and after the introduction of immunisation on a national scale.

Data considered by the Committee indicated that the disease could still be serious and that many thousands of infants suffered from it every three or four years. On the basis of past experience an increase in the prevalence of the disease was likely to occur in the later months of 1977 or the early months of 1978. Although it could be smaller in size than that in 1974-5, the reduced acceptance-rate of pertussis vaccine has changed the epidemiological situation from that existing in 1974.

"It is therefore necessary to venture a prediction concerning the likely behaviour of whooping cough during at least the next two years. With the new situation created by the reduced rate of immunisation since 1974, there are now proportionately more unimmunised children less than two years of age in the community than in 1973. In consequence, the next wave of pertussis may be at least as serious as, and possibly more serious than, that in 1974-5.

"There may well be a greater number of babies with severe illnesses requiring admission to hospital. A curtailment of pertussis immunisation now would throw away the only means of preventing even a proportion of the future illnesses in children under one year of age." The report recommends that immunisation with triple vaccine should continue preferably beginning at three months of age.

Referring to recent Press reports suggesting that the balance between benefits and risks should simply be effected in terms of the incidence of brain damage and deaths after whooping cough and of similar events after vaccination, the report says: "It cannot be too strongly stated that the risk from whooping cough is much greater than

Market News

Hypophosphites dearer

London, June 29: After a long period of price stability by today's standards, the schedules for hypophosphites have been increased by over one-third.

Among spices, supplies of ginger have become very scarce and although quotations for available stocks are high and going higher week-by-week, demand from the British market continues unabated. No new crops will be ready until after Christmas when the Nigerian and Coch

varieties are normally dug up. Should either of those crops be light the outlook for next year's stocks of ginger will be bleak indeed.

Pharmaceutical chemicals

Acetone: £262 to £266 metric ton as to grade for 30-drum lots.

Aluminium chloride: Pure 50-kg lots £0.9436 kg.

Aluminium hydroxide: BP gel £0.41 litre for 1,000 litres; BP dried £1,250 metric ton.

Bismuth salts: £ per kg

	50-kg	250-kg
carbonate	10.46	10.41
salicylate	8.70	—
subgallate	9.24	—
subnitrate	9.47	9.40

Homatropine: Hydrobromide £90.20 kg; methylbromide £102—both in ½ kg lots.

Hydroquinone: One-ton lots £2.43 per kg; 500-kg £2.52 kg.

Hypophosphites: £ per kg.

	12½-kg	50-kg
Calcium	4.20	3.94
Iron	7.19	6.92
Magnesium	6.63	6.02
Manganese	8.34	7.69
Potassium	5.76	5.46
Sodium	4.75	4.22

Pelhidine hydrochloride: Less than 10-kg lots £39.13 kg. Subject to Misuse of Drugs Regulations.

Sodium fluoride: In 50-kg lots £1.4953 kg.

Sodium nitrite: BPC 1973 £0.9257 kg (50-kg lots).

Sodium sulphite: Crystals £0.1692 kg (250-kg minimum).

Crude drugs

Balsams: (kg) **Canada:** £10.95 spot; £10.70, cif for shipment. **Copaiba:** BPC £2.00 on the spot; £1.90, cif. **Peru:** £6.10 spot; £6.00, cif. **Tolu:** £4.15 spot.

Belladonna: (metric ton) Leaves £1,650 spot; £1,600, cif. Herbs no offers. Root £1,400.

Benzoin: Block £111-£113 cwt spot; £112, cif.

Camphor: Natural powder. Spot not quoted; £6.00 kg, cif. Synthetic £0.78 spot; £0.78, cif.

Cascara: £1,060 metric ton spot; shipment £1,000.

Cherry bark: Spot £775 metric ton; £740, cif.

Cochineal: Peruvian silver-grey £15.00 kg spot; £14.50, cif. Tenerife black £18.50-£21.00, cif.

Gentian: Root £1.37 kg spot; £1.34, cif.

Ginger: (ton, cif) Cochinchina £1,285. Jamaican (spot) £2,100. Indonesian £1,120 nominal. Nigerian split £1,025 (spot); shipment £975 nominal, cif; peeled £1,150.

Henbane: Niger £1,050 metric ton spot; £1,020, cif.

Hydrastis: (kg) £9.15 spot; £9.00, cif.

Kola nuts: Nominally £310 metric ton, cif.

Lemon peel: Unextracted £1,300 metric ton spot; shipment £1,200, cif.

Liquorice root: Chinese £400 metric ton, cif. Russian £340 spot; no cif. Block juice £1.60 per kg spot; £1.50, cif.

Menihol: (kg) Brazilian £9.75 spot; £10.00, cif. Chinese from £10.50 in bond and cif.

Pepper: (ton) Sarawak black £1,360 spot; £1,250, cif. White £1,740 spot; £1,625, cif.

Seeds: (metric ton, cif) **Anise:** China star £810 nominal. **Caraway:** Dutch £1,120. **Celery:** Indian £690. **Coriander:** Moroccan £680; Indian £530. **Cumin:** Egyptian £580; Iranian £625. **Dill:** Indian £540. **Fennel:** Egyptian £230. **Fenugreek:** £165. **Maw:** £880.

Tonquin beans: Spot £1.55 kg; shipment £1.50, cif (Angostura type).

Turmeric: Madras finger £465 ton, cif.

Valerian: Indian root £1,350 metric ton spot; £1,250 forward; European £2,000; £1,950 forward.

Witchhazel leaves: Spot £2.10 kg; £1.80, cif.

Essential and expressed oils

Almond: Sweet in drum lots £1.20 kg duty paid.

Anise: (kg) £17.50 spot; £17, cif.

Bois de rose: Spot unavailable; shipment £7.45 kg, cif.

Cassia: No offers spot or forward.

Clove: Madagascar leaf, £2.55 kg spot; £2.60, cif. English-distilled bud not offering.

Coriander: Russian about £20.00 kg.

Eucalyptus: Chinese £2.22 kg spot; £2.20, cif.

Fennel: Spanish sweet £10.50 kg spot.

Geranium: (kg, cif) Bourbon £50.00. Chinese £27.50.

Lavender spike: £12.50 kg, cif.

Lemon: Sicilian best grades about £14.00 kg.

Lemongrass: Cochinchina £4.30 kg spot and cif.

Lime: West Indian £10.50 kg spot.

Mandarin: £17.00 kg spot.

Peppermint: (kg) Arvensis—Brazilian £6.00 spot; £5.75, cif. Chinese £6.00 spot and cif. Piperata, American Far-West £30.00-£33.00, cif.

Petitgrain: £6.30 kg, spot; £6.00, cif.

Sandalwood: Mysore or East Indian £98.00 kg spot.

Spearmin: (kg) American Far West £15.50. Chinese spot unobtainable; shipment £12.50 kg, cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.



Sangers Group

Year of real growth

Extracts from the Accounts and Statement
by Mr. H. T. Nicholson (Chairman)

	1977	1976	Increase
	£000	£000	%
Turnover	80,503	65,138	24
Profit before Tax	2,440	1,880	30
Profit after Tax	1,145	837	37
Dividends	522	473	10
Earnings per Share	13.31p	10.83p	23

- * Excellent results for the year.
- * Dividend increased by maximum amount.
- * Increased investment in retail optical field seen as profitable addition to Company's activities.
- * Since 1967 turnover increased five times, profit six and a half times.

Copies of the full Report and Accounts are available from the Secretary:—

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☐ Please send me your literature – (tick)

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Company Name.....

Address.....

CD 3

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The Triangle Trust helps people of the Pharmaceutical Industry

The Triangle Trust 1949 Fund is an independent charitable trust administered by a Board of Trustees. Its primary aim is the relief of hardship or distress in the case of people and their dependents employed, or formerly employed in the pharmaceutical industry in Great Britain and the British Commonwealth. Such relief may include assistance with the educational expenses of children.

The Trustees are also prepared to consider applications for financial assistance, beyond the scope of an employer's responsibilities, with education or training in general subjects, including music and the arts.

For additional information, or to apply for assistance, write to: The Secretary, Dept CD, The Triangle Trust 1949 Fund, Clarges House, 12 Clarges Street, London W1Y 8DH.

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RETAIL PRICE 35p. TRADE PRICE £2.60 per dozen
Available from your local wholesaler and from Vestric Ltd.

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Telephone 01353 3212.

Publication date Every Saturday.

Headings All advertisements appear under appropriate headings.

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Series Discounts 5% on 3 insertions or over. 10%
on 7 insertions or over. 15% on 13 insertions or over.

Copy date 4 pm Tuesday prior to publication date.
Advertisements should be prepaid.

Circulation ABC January/December 1976: 14,510

Trademarks

Trade Mark No 1003768 consisting of the word "FYBOGEL" and registered in respect of "Pharmaceutical preparations, all being in gel form or for making up into gels" was assigned on 30 March 1977 by WESTMINSTER LABORATORIES LIMITED of Dansom Lane, Hull, Yorkshire to RECKITT & COLMAN PRODUCTS LIMITED of the same address insofar as concerns the rights to the use of the mark in relation to goods for sale in the United Kingdom and for export to the Republic of Ireland and to RECKITT & COLMAN (OVERSEAS) LIMITED, also of the same address, insofar as concerns the rights to the use of the mark in relation to goods for export from the United Kingdom, other than for export to the Republic of Ireland: WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH THE MARK WAS THEN IN USE.

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TURN THAT EXCESS STOCK into
cash. We buy stock of all descrip-
tion, if in good condition. No quan-
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runs, shop interiors, bottles, etc.,
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CHROMIUM, CRYSTAL DISPLAY
COUNTERS, ISLAND DISPLAY UNITS,
SHOWCASES, WINDOW FITTINGS,
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Prompt delivery direct from the
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Distributors invite Agents to cover
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wanted for the Midlands for re-
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tonic to retail chemists, depart-
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Generous commission.
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replies is:

Chemist & Druggist
25 New Street Square
London, EC4A 3JA
Tel: 01-353 3212

Classified Advertisements

Appointments

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Antigen Limited is an Irish company with an international reputation for the production of high quality generic and ethical pharmaceuticals and contract manufacturers for some of the leading international companies. The factory, which is situated in a pleasant country town with a choice of social amenities in the locality, has been extensively modernised in recent years.

A Manager is being sought to take charge of all aspects of the Tablet Production area which includes granulation, compression, sugar coating and film coating. The job requires a Manager who is capable of controlling the department within strict capacity and budgetary constraints and who has the necessary technical background and experience to solve the day-to-day problems.

An attractive salary will be negotiated with the right person and fringe benefits include a non-contributory pension and life assurance scheme. Applications with a resume of your career to date to:

Works Director,
Antigen Limited,
Roscrea,
Co. Tipperary.

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Spraydex Limited

are pleased to announce
that as from

1st July 1977

Sales Masters Limited

have been appointed
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CLENSE

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They will be rewarded with a competitive salary with bonuses, company car, expenses, and free membership of BUPA.

Please apply initially in writing with career details to date, to:

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Suppliers to Chemists over 20
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Sample parcels available.

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Published within days of the
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these detailed tables cover
all main rates of income
tax, corporation tax and
V.A.T. and include a sum-
mary of the budget pro-
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Price 90p.

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No job advertisement which indicates or can reasonably be understood as indicating an intention to discriminate on grounds of sex (e.g. by inviting applications only from males or only from females) may be accepted unless:

1. the job is for the purpose of a private household, or
2. It is in a business employing fewer than six persons, or
3. It is otherwise excepted from the requirements of the Sex Discrimination Act.

A statement must be made at the time the advertisement is placed saying which of the exceptions in the Act is considered to apply.

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Put it to the test by posting us your next ad. or by telephoning us on: 01-353 3212.

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OBTAINABLE FROM ALL WHOLESALE CHEMISTS

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ARE NOW IN CHILD-SAFETY PACKS AND SALES ARE GROWING FAST!

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And now DRISTAN tablets come in a striking new unit carton packed with three laminate strips of .030 Foil/38 micro Poly, each containing eight tablets. Trade pack - 1 Dozen units cello wrapped.

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DRISTAN* DECONGESTANT TABLETS

— SURE EFFECTIVE RELIEF FROM THE MISERIES OF CATARRH AND NASAL CONGESTION —

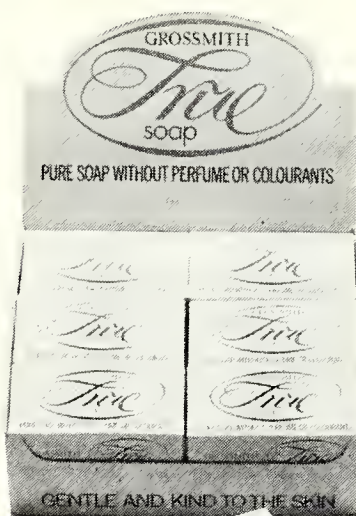
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**ADDITIONAL
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COMPLEXION SOAPS
(3oz)**

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FRUIT FRAGRANCE
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Huddersfield

Ridley (Wholesale Chemists) Limited.
Carlisle

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